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**INDUSTRY**  
JANUARY 1955

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# Connecticut INDUSTRY

MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

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L. M. BINGHAM, Editor

## IN THIS ISSUE

	Page		Page
Editorial .....	5	News Forum .....	19
A Story of Progress at American Thread .....	6	Industrial Relations—Law .....	35
New Departure Division Plants Join General Motors' 50 Millionth Car Celebration .....	9	Transportation .....	39
Employees and Business Leaders Inspect New Tube Mill .....	11	Accounting Hints .....	43
Meet Your New Officers and Directors .....	12	Business Tips .....	44
Club Women Tour Ponemah Mills .....	14	Business Pattern .....	46
A Fresh Look at Policy Making .....	16	Connecticut Advertising Services .....	48
		It's Made In Connecticut .....	49
		Advertising Index .....	60

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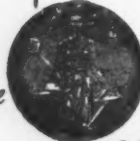
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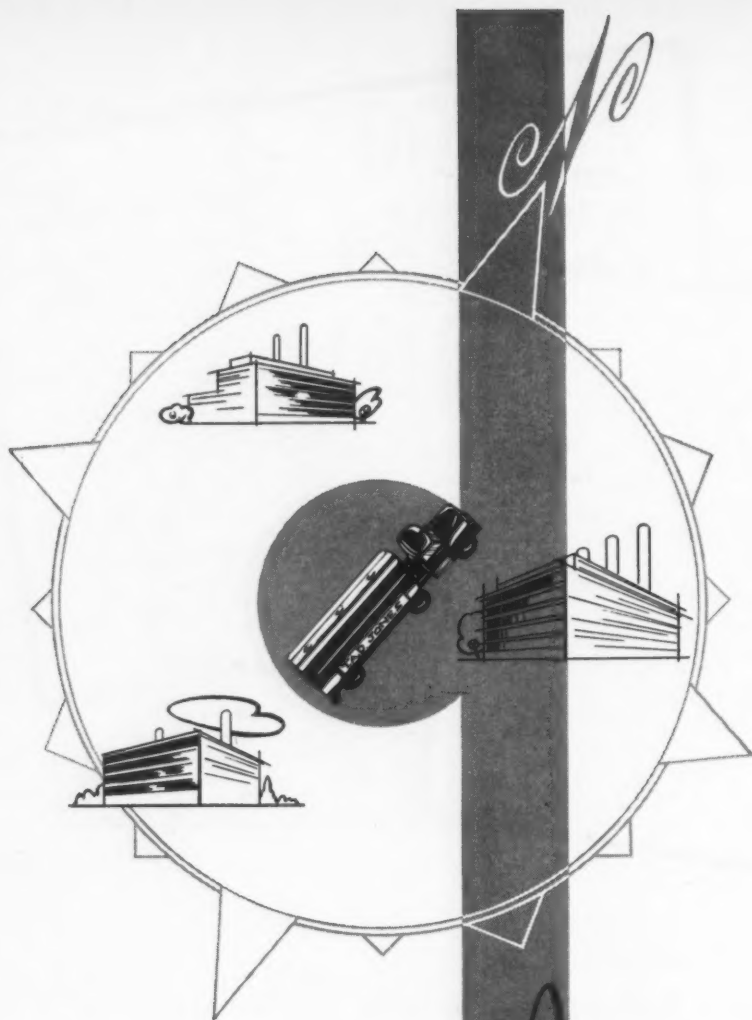
Retirement plans, such as the one recently adopted for the employees of Connecticut Printers, Incorporated, are important milestones in any company's history. And milestones merit something a little extra in the way of typographic taste and design.

A booklet has a certain number of words, whether it is printed well or printed poorly. A linotype operator sets the same number of characters, whether he sets them in a pleasant, easy-to-read type face, or an ordinary commercial-style type. The difference between poor printing, or even commercially acceptable printing, and Connecticut Printers' printing is in the thinking behind the job, in the careful choice of type, the painstaking attention to design which comes natural to people schooled in good printing.

*Several hundred extra of the retirement booklet shown above were purchased by our agent to distribute countrywide as excellent examples of retirement fund plan printing.*

**Connecticut Printers** INCORPORATED

CASE, LOCKWOOD & BRAINARD Letterpress Division KELLOGG & BULKELEY Lithographic Division  
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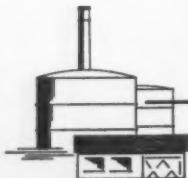
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# THE CHALLENGE FOR 1955

By ALBERT S. REDWAY, *President*

ON December 13, 1954, the Association's Board of Directors elected me president to serve during the calendar year of 1955. I appreciate their confidence in me and will earnestly strive to uphold the high standards of performance set by my predecessors.

The most important challenge to our Association for 1955 is how to impart to our legislators, educators, city and town officials and all other influence groups within the state, a fuller understanding of the momentous significance of Connecticut manufacturing to the prosperity of our citizens. If that fact was thoroughly understood, it would automatically eliminate or simplify many other problems in the fields of government and employee relations. Hence, I shall strive with the able assistance of our directors, officers and staff to at least improve that understanding of industry during my first year in office.

Connecticut's prosperity depends, for the most part, on the continued health of its manufacturing industries. We must vigorously cultivate an economic environment that will encourage a growth in manufacturing employment and thus keep pace with our increasing population. Our failure to preserve this healthy industrial climate will result in losses rather than gains in job producing industries. The Association, from its earliest days, has been dedicated to fostering a healthy atmosphere for industrial enterprise. It is now accelerating its efforts to create broader understanding of the fundamental elements necessary to maintain this health and the dividends that will be enjoyed by all the people of the state as a result of it.

The profound effect of assuring the continued prosperity of our present manufacturing industries and stimulating the launching of new ones, was shown in a recent research study by the U. S. Chamber of Commerce. For every 100 new factory jobs, another 74 jobs are created in retail, construction, professional and other enterprises. Each 100 jobs, according to the report, means 296 more people in the community, 112 more households, 51 more school children, nearly \$600,000 of additional income, and \$360,000 in retail sales. From these figures, it is easy to compute the gain or loss to a community through the acquisition or the removal of an industry.

While Connecticut has approximately 3,600 industrial establishments, and has gained some 1,330 new industries employing about 45,000 persons during the past 10 years, and has lost only 67 industries employing 22,000 people, we cannot afford to be complacent. The lost job opportunities resulting from the removal of those 67 companies to other locations was nearly half as great as the gain through the acquisition of 1,330 new companies. The danger of such complacency is further demonstrated by the fact that only about half of the small enterprises born each year remain in business as long as twelve months, and only about one-third reach their tenth birthday. Obviously, the propagation rate of new companies in this "right to succeed or fail" economy of ours, can only be kept high through the retention of the profit incentives. We must have this incentive if we are to continue to show a net gain of job birthrate over job mortality rate. Attracting new enterprises or the expansion of old ones within the state must continue if we are to offset the losses occurring from the removal of a large industry that can no longer

meet competition in its present economic environment.

A new element has gradually been creeping into our manufacturing situation in Connecticut and has recently reached a point where it is of major significance. I refer to the out-of-state control of our industries. At present 37 out of 100 of our largest industrial corporations, from the standpoint of employment, are now controlled by interests outside of Connecticut. Most startling of all is the fact that these 37 companies employ some 108,000 persons, or over 25% of those presently employed in our industrial establishments. This may or may not be good for Connecticut manufacturing. It will be good for Connecticut if we help these companies to make their operations profitable but it will be bad for Connecticut if we impose any hardships that hinder their operations. Top management's decision will be strictly a business decision for those who are in control will have no strong emotional ties to the state as did their former family owners.

How can we best insure an expansion of Connecticut's manufacturing employment and keep pace with our population growth?

There are many ways—too many to enumerate here—but I will name two very important ones.

The first is through the establishment of a sound industrial program on the community level that will continuously encourage the establishment of new industry and keep established industries satisfied to remain in the community by every available means short of subsidy inducements.

The second, which is of even greater importance, is through common sense action by our General Assembly, now in session. What our state legislative body does to encourage or discourage manufacturers is immediately flashed to all parts of the nation, thus advertising the quality or shoddiness of Connecticut's "welcome mat" for industry. If members of the 1955 General Assembly wish to take the long constructive look, they will think in terms of "What can we do to promote more industrial jobs". Many of them promised to do just this when seeking office during the last election campaign. Let us hope that these promises will be carried out. Before making any final decisions on legislation affecting industry that may satisfy some special interest group, our legislators who have the best interest of Connecticut people in mind, will take the time and trouble to learn of the possible job losses such legislation may cause, especially in communities that depend on one to three industries for their economic life blood.

I promise to do my utmost to see that our Governor and our state administrative officers and members of the General Assembly are given all the information that is available to the Manufacturers Association of Connecticut upon which to make decisions that will redound to the benefit of all the people of the state for years to come. It is my hope that both industrial and business management in the state, whether Association members or not, will be willing to aid in this endeavor, either by communicating their views to me, to their representatives, or to committees in the General Assembly. If we meet the challenge to greater understanding of industry and its value, we shall all reap the benefits in the immediate years ahead. If we fail, then our industry will gradually deteriorate and move to other states with more progressive leadership.



ONE OF TWO DAMS at the site of The American Thread plant on the Willimantic River.



THIS IS a Pacific Converter, where nylon thread is cut to staple of varying lengths.



THIS REDRAW MACHINE performs one of the steps in the production of nylon threads.

## *A Story of Progress* **At American Thread**

This is one of a continuing series of articles that have been demonstrating for over 20 years the activity, past and present, in a wide variety of Connecticut industries, that yields the state's major sources of income.

**W**HEN entering Willimantic from either the South or East, one of the most imposing sights is the row of large stone buildings lining one side of the river and also Route 6. An equally imposing vast red brick structure sits along the bank on the other side of the river. These are the buildings of The American Thread Company, Inc., the largest industrial thread manufacturer in the world.

Thread manufacturing and Willimantic are synonymous. For over 100 years Willimantic has been known as the Thread City. It was in 1821 that the Jillson family first built three cotton spinning mills on the banks of the Willimantic River. The construction of these mills soon attracted many settlers and established Willimantic as

an important industrial center as well as an attractive place to live.

One of these small wooden mills became a spool shop for The Willimantic Linen Company when it was organized in 1854 to manufacture linen goods. The failure of the supply of flax during the Crimean War made it impossible for the Company to continue in linen production and a change was made to cotton thread manufacturing in 1856. As business expanded, the Linen Company needed more space than the Jillson Mill afforded. In 1861 work was started on the present Mill No. 1. Stone dug from the river bed in 1862 provided material for the construction of Mill No. 2. Again in 1870, due to a continuing increase in demand for thread and the need for additional manufacturing space,

construction was started on the buildings known as the Stone Dye House and Inspecting Building. The Jillson family again provided the Linen Company with additional sites as the Company acquired the oldest plant in the city in 1882. This plant had been used by the Jillsons for many years for the manufacture of duck cloth. In 1888 work was completed on Mill No. 4, which was then the most modern cotton mill in the world. It was also the longest mill on the ground floor and was recognized as an outstanding example of a modern industrial plant.

In 1898, The Willimantic Linen Company, and several other thread manufacturing concerns, were acquired by The American Thread Company. Some of the units prior to incorporation were the Glasgo Thread Company, the Globe Yarn Company, the New England Cotton Yarn Company, the National Thread Company, Morse & Kaley Company, and one or two other smaller concerns.





ms one **TAR DISC** shuttle bobbins are being threaded for shipment to customers.



**MODERN NYLON UPTWISTER** in operation at the company's synthetic division at Willimantic.

Now, 56 years later, The American Thread Company is a nationally known organization with 7 plants in addition to the Willimantic Mills. These plants are located in Maine, Georgia, North Carolina, South Carolina and Tennessee. Also the Company has 11 branch offices and warehouses in important industrial centers throughout the nation. Hundreds of different kinds of thread and yarn, for use in an almost endless variety of industrial or domestic applications, are produced in the Company's plants. These many different types of thread and yarn are grouped into three major divisions of the Company's operations—Industrial Threads, Domestic Threads and Yarn, and Market or Sales Yarn.

Industrial threads—the most important group of products—range from strong, heavy thread, used in sewing canvas and leather goods, to the lighter stitching thread employed in the garment making industry. These threads for industrial use generally are wound on cones or tubes, rather than on wooden spools, to suit the individual needs of the customer.

The Domestic classification refers to thread products used by the housewife in the home. In this group, in addition to the well-known **STAR** brand thread for hand or machine sewing, there are darning, mending and embroidery cottons, and thread or yarn for many other forms of needlework

such as rug making or hand knitting. In the domestic group also are many novelty yarns made of blends of two or more different fibers or containing metallic threads.

The third category of products consists of yarns that are used in the weaving or knitting trades. The Company's nationally known **Durene** yarn is a top quality mercerized cotton pro-

**QUALITY CONTROL**—Here, as in every process of thread manufacturing, quality control, inspection and more inspection insure only the best possible products for customers.





**MODERN EQUIPMENT** and machinery in the Bonding Department for the production of synthetic thread and yarn illustrates the company's excellent manufacturing facilities.

duced under strict quality control for use in the making of knit fabrics, hose and woven goods.

American Thread maintains its own large fleet of trailer trucks to distribute finished products among the plants and finished goods from the plants to branch sales offices and warehouses where they can be shipped to customers immediately.

The American Thread Company is one of the few large manufacturers of thread products producing all of the yarn for the finished product. In manufacturing its own yarns, the Company is able to select the best types of cotton for its products and also to give the necessary careful attention to each process through which the yarn passes so as to maintain the high quality standards which have been the hallmark of The American Thread Company.

Everything we wear from shoes to hats; our automobile seats, roofs, upholstery and tops on convertibles; big-league baseballs; the soft-balls used by our children; the handbags, wallets and luggage we carry; our rugs, furniture and house furnishings; the teabags, sausages and potatoes, onions and other products in bags; the uniforms, tents, parachutes and other materials used by our Armed Services—all of these depend on thread to hold them

together or provide containers for them. All of these hundreds of different kinds of thread and yarn, for use in an almost endless variety of industrial or domestic applications, are produced in the Company's plants.

In any history of The American Thread Company, product development and research activities play an important part. An important project of the Company in recent years, has been "Seam Engineering." The realization has grown among many manufacturers of cut and sewn items that industrial sewing thread is a vitally important element in modern production.

The management has stressed this aspect of its product because it believes that thread is a vital production tool—as important as a proper sewing machine or fabric. Its quality and efficiency directly affect the quality of the product. The American Thread Company has been convinced that thread can be used more efficiently than has been the custom. Eight years ago, the Industrial Sales Division and the Research Laboratory of the Company embarked on a project designed to help manufacturers find the thread most suitable for every seam construction and for every fabric.

In line with this aim, the Company's laboratory developed methods for de-

termining the most desirable thread size and quality, needle size, etc. and for assessing the various other factors that entered into the making of a specific seam.

The American Thread Company offered its Seam Engineering Program to the entire apparel industry in 1948. Each of the seam surveys, which are available to apparel producers without charge or commitment, is handled as an individual problem. The solution is tailored to each manufacturer's individual needs.

The American Thread Company also has been prominent in the development of threads and yarns of man-made fibers such as nylon, Orlon\*, Dacron\*\*. The Seam Engineering Program has helped to provide much valuable information about these new products. Extensive tests continue to be made by the company laboratories, to determine the servability and efficiency of the various Synthetics. Results of the Company's studies have shown that some synthetic threads are superior for certain seaming operations, while the same or other threads are inferior for sewing different materials. Therefore, the Company has recommended that synthetic threads

\*DuPont's trademark for its polyester fiber.

\*\*DuPont's trademark for its acrylic fiber.

(Continued on page 36)

# New Departure Division Plants Join General Motors' 50 Millionth Car Celebration

**M**ORE than 350 state and city industrial, business and civic leaders were luncheon guests of the Bristol and Meriden plants of the New Departure Division of General Motors on November 23 in celebration of the 50 millionth G.M. car—a Chevrolet—which rolled off the production line at approximately 10:10 A.M. that day in Flint, Michigan.

It was a gala occasion celebrated by similar luncheons in 65 cities, Open House for the public to visit 125 G.M. plants and training centers throughout the nation and by a spectacular parade with five of the nation's top college bands marching for an hour through the gaily decorated business section of Flint, Michigan as 8,000 gold-tinted balloons swirled overhead. The overall attendance at the Open House programs at G.M.'s two Connecticut plants slightly exceeded 8,000 and throughout the nation more than one million persons witnessed all phases of the corporation's production in its various plants. Some 18,000 guests at the 65 civic luncheons saw and heard a talk by President Harlow W. Curtice, relayed from Flint, Michigan to Bristol over the largest closed tel-



SETH H. STONER, works manager for New Departure Division is shown welcoming guests at luncheon. Others at the head table were, left to right, Mayor James P. Casey of Bristol; Edwin B. Shaw, head of the Manufacturers Association of Connecticut, vice president of the American Thread Co., and luncheon guest speaker; C. Edwin Carlson, mayor of West Hartford; William J. Ryan, Bristol plant manager.

evision network ever used and to Meriden by telephone.

Edwin B. Shaw, president of M.A.C. and guest speaker at the Bristol luncheon said, "... General Motors is real to its many suppliers in Connecticut.

Millions and millions of GM dollars are spent here each year in many Connecticut-made products used in General Motors production." He listed among these products, ball bearings, paper, textiles, sponge rubber, heating units for instruments, brass, springs, machine tools, steel.

In paying tribute to General Motors and the important part it plays to Connecticut in general, Mr. Shaw noted that G.M.'s yearly payroll in Connecticut averages \$40 million. Discussing G.M.'s contributions to welfare organizations and other community efforts, he pointed out that New Departure Division had donated more than \$150,000 to hospitals in this state and about \$30,000 to Community Chest campaigns during the past year.

After following the 50 millionth car down the assembly line at the Chevrolet plant, accompanied by G.M. executives and over 100 newspapermen, President Curtice spoke briefly to employees and then participated in the hour long parade which terminated at the I.M.A. auditorium where he spoke to 1200 assembled guests and was seen and heard over closed circuit



WATCHING BALLS BOUNCE—New Departure's famed ball bouncing machine that has fascinated millions over the years was included among exhibits viewed by Open House guests at the division's Meriden plant.



**BALL BEARING PRODUCTION**—That's the subject here as Foreman Thomas L. Baddeley at Meriden plant converses with Open House guests, many of whom were youngsters.

television by the luncheon groups in 65 other cities at the conclusion of a "Ballad of Progress" show with a New York cast of singers and dancers.

Among the pertinent comments made by Mr. Curtice were: That the national economy "is showing renewed strength" and that he is "optimistic about business in general for the next calendar year."

2. The combination of a growing population and an expanding technology in the United States "means mounting employment and a rising standard of living."

3. That G.M. Employment in the United States now totals 475,000 and "will be substantially increased between now and January 1."

4. That General Motors will have another good year.

Mr. Curtice also told his audience that "a great many people and a great



**MAKING BRAKES FOR BIKES**—One of the areas of major interest during Open House at the Bristol plant was that of bicycle coaster brake assembly. Here Ira Bachand checks brake to assure safety for some bike rider.

**EDWIN B. SHAW** (left) president of the MAC pauses during New Departure plant tour to discuss exhibit of New Departure's products with William J. Ryan, Bristol plant manager.



many businesses all over America have had a part in this great industrial achievement—and likewise shared in its benefits. "It has been the jobs generated by the production of 50 million G.M. cars that have helped create markets for every variety of product and have been a potent force in generating and insuring an expanding economy," he said.

He said "the most important role in the achievement—both as a contributor and as a beneficiary—has been played by G.M. customers."

"Our slogan has been 'More and Better Things for More People,'" Mr. Curtice said. "It is to the extent that we have lived up to that slogan that we have prospered. It is to the extent that we continue to live up to that

slogan that we shall continue to prosper."

Discussing G.M.'s role in the 64 United States cities where it has plants, Mr. Curtice said GM recognizes that "we have an obligation that transcends our role as an employer of men and a producer of products."

"It is our earnest endeavor to be a good citizen of our plant communities and to assume the duties and responsibilities that good citizenship imposes," he said.

Pointing out that the automobile already has changed the face of America, Mr. Curtice said production of the 50 millionth G.M. car "stands as a symbol of progress for the future."





HERE GUESTS watch a giant squeeze pointer machine in operation during their recent tour of the company's new tube mill.

## Employees and Business Leaders Inspect New Tube Mill

OVER 1800 employees and their families, board members of the Bridgeport Brass Company, as well as 150 customers, industrial, business and community leaders had their first look at the company's new giant \$5 million tube mill on Washington Avenue late in October and early November respectively. Directors and employees had the first look at the 1000 foot long by 160 foot factory containing the most modern improvements in building construction, lighting and equipment for the drawing of tubes. Customers, indus-

trial, business and civic leaders were impressed a few days later by the same views of this new facility equipped with the most modern machinery available.

Management officials were on hand during the tours and the refreshment period afterwards. President Steinkraus and Austin R. Zender, executive vice president, headed the delegation of businessmen, explaining features of the plant and its equipment to the businessmen. The mill is now in partial operation.



IRVING M. MALSCH (center) sales manager of the mill products division of the Bridgeport Brass Company, explains some of the uses for brass tube, seen here in large coils, to visiting members of the Bridgeport Manufacturers Association and Chamber of Commerce. They are (left to right) Harmon Snoke, William Hawkins, and Stephen Hackley on the far right. Identities of other persons unknown.



AMONG THE VISITORS to the new tube mill when it was inspected by many of the state's leading industrialists and businessmen were (left to right): W. B. Lashar of the First National Bank & Trust Company of Bridgeport and Arthur Clifford, president of the Bridgeport Chamber of Commerce. At right is Herman W. Steinkraus, Bridgeport Brass president.



HERMAN W. STEINKRAUS (right) president of the Bridgeport Brass Company, and Roland Maloney, president of the Bridgeport Gas Light Company, inspect one of the gas fired bright annealing furnaces in the Brass company's new giant tube mill which is now in partial operation.



EMPLOYEES and their families inspecting the company's new tube mill. At left in the picture can be seen a section of a 36,000 lb. drawbench.

# Meet Your New Officers and Directors

**A**LBERT S. REDWAY, president, American Paper Goods Company, a division of Continental Can Corporation, Kensington, was elected president of The Manufacturers Association of Connecticut for the calendar year 1955 at the Annual Meeting of the Board of Directors, held at the Hartford Club, December 13. Mr. Redway succeeds E. B. Shaw, vice president and general manager of the American Thread Company, who has served two terms as president beginning January 1, 1953.

Harrison Fuller, president, Fuller Merriam Company, West Haven, was elected to succeed Mr. Redway as first vice president and Dexter D. Coffin, president, C. H. Dexter & Sons, Inc., Windsor Locks, was named second vice president. John Coolidge, president and treasurer of The Connecticut Manifold Forms Company, West Hartford, was re-elected treasurer, a post he has held for ten years. Norris W. Ford continues to serve as executive vice president and Leslie M. Bingham as secretary.



HARRISON FULLER



ALBERT S. REDWAY

**ALBERT S. REDWAY** is a graduate of Massachusetts Institute of Technology. He began his career with the Old Colony Envelope Company of Westfield, Massachusetts, and later became affiliated with the Farrel-Birmingham Company, Ansonia, and in 1937 became vice president and manager of manufacturing of that firm.

In 1943 he joined the Geometric Tool Company of New Haven as executive vice president and general manager, where he served until he was made president and general manager of the American Paper Goods Company, Kensington on April 1, 1949.

Mr. Redway is a director of the First National Bank, the Acme Wire Company, both of New Haven and R. Wallace & Sons Manufacturing Co., Wallingford. He is also a former president of the Manufacturers Association of New Haven County, the National Metal Trades Association (Connecticut branch), and former vice president, New Haven YMCA; member of the board of governors, New Haven Junior College, New Haven.

**HARRISON FULLER** is a native of Minneapolis, Minnesota, and was educated in the public schools of St. Paul and the University of Minnesota. During World War I he served as a Major in field artillery. He was an incorporator of the American Legion under Act of Congress, and the first commander, Department of Minnesota.

He served as city editor and assistant managing editor, St. Paul Dispatch and Pioneer Press, and editor and publisher, Fort Myers Tropical News, Fort Myers, Florida.

In 1928 he became associated with the investment banking firm of J. & W. Seligman & Co., and Tri-Continental Corporation, New York, as vice president. In 1939, with Dr. E. S. Merriam of Marietta, Ohio, Mr. Fuller organized the Fuller Merriam Company, manufacturer of vitrified grinding wheels by a new process invented by Dr. Merriam.

Among his other activities, past and present, are included: Director of Grinding Wheels Manufacturers Association from 1944 through 1945; mem-



DEXTER D. COFFIN



JOHN E. HOLT

ber of the executive board of the Manufacturers Association of New Haven County (president 1948 and 1949); director of the New Haven Chamber of Commerce, and vice president in 1950.

★ ★ ★

**DEXTER D. COFFIN** is a native of Windsor Locks. He received his elementary school education in the Windsor Locks Public Schools and Noah Webster School, Hartford, and his later education at Suffield Academy, Phillips Andover Academy and Yale University (Sheffield Scientific School) where he was a member of the Naval Training Unit during World War I.

His entire business career has been spent with C. H. Dexter and Sons, Inc., manufacturer of "Dextar" thin papers, the oldest company in the state, being established in 1767. He succeeded his father, Arthur D. Coffin to the presidency of C. H. Dexter and Sons, Inc., the office he still holds.

Among his many business and civic affiliations, past and present are: Director, First National Bank, Suffield; Connecticut Bank & Trust Company, National Association of Manufacturers; director and past president of the Windsor Locks Chamber of Commerce, the Manufacturers Association of Hartford County and the Windsor Locks Public Library Inc. He is a member of the Connecticut Aeronautics Commission, the New England Interstate Water Pollution Control Commission, of which he is also past president; a trustee of Hillyer College and director of the Symphony Society of Greater Hartford. He is also a member of the Hartford Club, Hartford Golf Club, the Union League Club,

New York, and Lake Sunapee, N. H. Yacht Club.

#### NEW DIRECTORS

Five new directors of the Association, elected to four year terms at the Annual Meeting of the Association at Yale University, September 21, 1954, began their new duties on January 1, 1955. The new directors are as follows: A. W. Cavedon, secretary-treasurer, Aldon Spinning Mills Corporation, Talcottville; John E. Holt, president, Danielson Manufacturing Company; M. H. Phillips, president-treasurer, The Plastic Wire & Cable Corporation, Jewett City; Freeman W. Fraim, treasurer, Essex Mills, Inc., Essex; and DeHaven Ross, secretary-treasurer, Homelite Corporation, East Portchester.

★ ★ ★

**ALFRED W. CAVEDON**, secretary-treasurer, Alden Spinning Mills

Corporation, Talcottville, succeeds R. Leland Keene, treasurer, Somersville Manufacturing Co., Somersville as director for Tolland County.

Mr. Cavedon is a native of Rhode Island where he received his early education. Later he attended Georgetown University and the Philadelphia Textile Institute. He began his business career with the Crown Piece Dye Works of Woonsocket, Rhode Island, of which he later became president. Two years later he was made president and secretary of the Falls Yarn Mills of Woonsocket.

In 1943 he established the Aldon Spinning Mills Corporation of Talcottville, manufacturers of fine woolen and worsted specialty yarns.

Mr. Cavedon is a member of the Advisory Board of the Rockville Branch of the Connecticut Bank and Trust Company, a trustee of the People's Savings Bank of Rockville and a

(Continued on page 60)



A. W. CAVEDON



MARWIN H. PHILLIPS



DE HAVEN ROSS



FREEMAN W. FRAIM



ARTHUR B. BARNES, board chairman, welcomes Mrs. Fred B. Johnson, vice president of the Connecticut Federation of Women's Clubs, and a group of members upon the occasion of their visit to the company's plants on November 16.

## Club Women Tour Ponemah Mills

**Editorial Note:** Recorded here in brief words and several pictures is another chapter in the continuing individual and economic learning process started five years ago by the Connecticut Federation of Women's Clubs with the cooperation of the Manufacturers Association of Connecticut. This brief account tells of the eleventh "Industry Day" program, as it is called. Another has been scheduled for the spring of 1955 at R. Wallace and Sons Manufacturing Company, Wallingford.

**T**WICE a year since November 1949, anywhere from around 100 to over 200 members and officers of the 92 women's clubs in the state, affiliated with the Connecticut Federation of Women's Clubs, tour a different Connecticut plant to get a better idea of how the products they or other consumers buy, are made and sold.

Through this continuing program, now admittedly the most popular and best attended feature of the Federation's many-sided program, club members are not only learning for the first time, in many instances, of the hows and the whys of production and sales in an ever-increasing number of manufacturing establishments but also of many other factors concerning the

operation of our enterprise economy. They are learning of employment policies, working conditions, training programs, fringe benefits, retirement programs and many other interesting facts helpful to them in evaluating our type of economy—facts that are difficult to "come by" except by this direct contact with machinery in motion, people at work and management descriptions and responses to questions. And by no means least, Federation members and guests are gaining significant and lasting impressions of the over-arching importance of manufacturing industry to the economic well-being of the state.

The visit on November 16 to Ponemah Mills, Taftville, fabricators of cotton and synthetic cloth ready for

final finishing in other mills, surprisingly drew one of the largest crowds—approximately 157, being second only to some 210 who could be accommodated at the International Silver Company last April. It was the largest group ever to be escorted through Ponemah Mills at one time, and considerably larger than expected because of the long distances many of the members were forced to travel.

Starting at around 10:15 A.M. groups of 10 began their tour, accompanied by guides, of those portions of the huge mill where key operations were performed, and by around 11:00 P.M. all late comers had started their eye-opening rounds starting with the opening and cleaning of the bales of Egyptian cotton. They learned first hand of the operations from guides and from prepared explanatory copy given each guest at the start of the tour. By around 12:30 the groups had been guided to nearby church parlors where they were served an excellent luncheon.

Following luncheon Mrs. Fred B. Johnson, vice president of the Federation in the absence of Mrs. Clifford Teeple, president, introduced head table guests including the chairman of the "Industry Day" committee, Mrs. Fred Beaucar of Bristol, Mrs. Penny-backer, the wife of the minister and Mr. L. M. Bingham, secretary of MAC. President Henry A. Truslow then extended a brief word of welcome, as did Mr. Arthur B. Barnes, chairman of the Board, who gave the featured talk outlining the early beginning of the company and highlighting its present day operations. Each person at the luncheon tables found a handkerchief at her place which, as Mr. Barnes explained, had been especially woven as a memento of the occasion. The meeting was adjourned at approximately 2:00 p.m. with a few words of appreciation to the company management for its hospitality and to the church women who had prepared and served the luncheon.

While wonderment over the uncanny performance of man-made machines had been freely expressed during many previous tours, one observer commented that more such expressions had been heard during the Ponemah tour than ever before. One composite one was, "I sure have a lot more respect for cotton and synthetic cloth than ever before. I don't see how men are able to make machines to do these miraculous operations".





**WARP YARN** being wound onto section beam. Mr. Brown, foreman, in foreground, explains the warping process to club women.

**THE INSPECTION** of cloth prior to its shipment to a finishing mill is witnessed here. (Right)



**CLUB WOMEN** examine finished "Chromespun" acetate cloth woven with colored yarns. Mr. Hughes, foreman of the Inspection Department is explaining inspection methods.

**CLUB MEMBERS** watching the combing process which eliminates the short fibres, leaving only long staple clean cotton for further processing into a superior grade of cloth.



**FRED WALTY**, assistant superintendent of Ponemah Mills, explaining the weaving of rayon on the loom shown at the right.



# A Fresh Look At Policy Making

By **ROBERT M. CREAGHEAD**, *Senior Vice President*

*Group Attitudes Corporation, New York*

Mr. Creaghead sets forth in this article a number of his observations on the weaknesses of management's handling of people in many companies and makes some suggestions as to changes that will yield worthwhile dividends when adopted.

**A**NY topflight executive will tell you keeping business policy down to earth, realistic and on the beam is no easy job today—and it's getting tougher by the minute!

Since topflight executives are so busy dreaming up policy, it falls to a detached and sometimes benighted consultant to point out a few things which many have been observing about policy makers themselves. For while they sincerely try to keep down to earth, it is harder than they realize. The very success which characterizes business leaders today gives them an aura of status which separates them from average folks no matter how friendly and sincere they are. It also tends to inject a bias into their thinking.

Which company president was it who observed, when asked just what was so tough about his job, "Business is a very simple process which has somehow become complicated because everywhere you look it's full of people."

Like the tough flight instructor who reminded his students not to get "up in the air" while flying, equally good advice to policy makers might be, "If you find yourself in an ivory tower, at least get down to earth."

Like all advice, this is easier to give than to follow. For, today, people as they affect business are found grouped in various sized crowds or "publics."

And then again you find people acting like people in the most unexpected places. As the hen-pecked psychiatrist from Brooklyn observed, "Even at home I must practice."

These "people" who, by their attitudes and actions, have complicated business so much are not just neighbors or bureaucrats or legislators or customers or shareholders or suppliers—or even our own employees (God



**ROBERT M. CREAGHEAD**

bless them). Some of them, like "Trojan Horses" have found their way right into the ranks of management. They are our foremen, our staff men, our vice presidents. In fact, sometimes even policy makers themselves complicate their own jobs by reacting to prejudices or mass psychology.

In fact, it's no secret: We live in a world of people who individually or as publics have a disconcerting way of gumming up our policy.

To the industrialist who wants to make realistic policy, these "people" have the nasty habit of not behaving like policy makers think they should. More often than not many of them don't think at all, instead they react on a basis of feeling. And finally to top it all off, quite frequently they do not even react as individuals, but as groups.

Realistic policy today, therefore, requires more and more study of the attitudes which these various groups present to management plans and operations.

## Some Pitfalls in Policy Making

As a kibitzer in the sacred sanctum of the policy makers for some years, I cannot help but observe several inherent occupational hazards which make it very difficult for today's businessmen to keep policy down to earth and make it realistic.

Policy making is decision making. This assumes, therefore, that policy makers have ready access to the information they need on which to base their decisions. In many fields of operation where information can be readily tabulated, a factual basis for decision can be established and maintained. But in areas where people complicate the picture or where social forces and factors must be considered, the basic job of gathering reliable decision-making data is in itself complex and often delicate.

## Is Our Data Sound?

Once data is available, two tough questions about it still face Mr. Policy Maker: (1) To what extent is the information objective, complete and accurate, and (2) What established standards of recognized value are there against which it can be judged. Is it good or is it bad, is it realistic or is it colored? How sound a basis does it provide for decision making? How can the policy maker tell?

Assuming the information is satisfactory from a factual viewpoint, consider next what reaction it produces on the policy maker himself. Supposing it involves some vital human relations problems. Can he view it with complete detachment? Does it set off any alarm bells in his personality which would cause him to view the subject with exasperation, irritation or a sense of futility? With what bias, if any, does he view the information. Is it a subject on which he can think with clarity and personal detachment?

Let at this point we be accused of being off the beam ourselves, it is important to remember that management operates in a new and different world today than it did in the thirties.

## Management Works in New Fields

One successful executive observed recently: "Three quarters of my time today is concerned with activities and decisions involving fields which did not even exist twenty-five years ago. When I first came with this company, no one in the front office was spending much time on matters such as research, government relations, employee relations, community relations, supplier relations, product development, market analysis and public relations. Yet, today, my most important and difficult decisions, and often those involving the most important long-range commitments, are in these areas.\*"

## Checking Our Basis of Judgment

Now suppose we can assume that the policy making information is available to top management and is of such a character as not to involve any particular bias or emotional reaction. What other hazards must be met before realistic policy decisions can be expected?

Let's ask at this point, "What is the basis of the executive's judgment in areas where people are involved?" Does he compare working people to himself as a young man starting out? Does he compare them to his servants or to his caddies or to the employees he talks to at the various clubs he frequents? Does he judge his employee attitudes by the way they seem to him when he moseys around his shop and office? If he does, look out. He is on very shaky ground. For many good reasons, among which are these:

1. Worker motivation is different in today's economy from what it was 25 years ago because then jobs were scarce and union security was an embryonic thing. Today few workers fear unemployment nor do they fear the caprice of their supervisors in the sense they did before.
2. A worker's reaction to a management policy is quite a different thing from his reaction to an individual member of management in a face-to-face

situation. No matter how democratic and friendly he may try to be, no policy maker of any importance can divest himself of his status as a VIP in the eyes of all working people of lesser status no matter whether they are in your plant or at your club. No matter how friendly the worker may be, he reacts differently when he talks to the VIP than he reacts later when he tries to describe his meeting with you to his fellow workers. This makes it seem as though the worker talks out of both sides of his mouth. This is not treachery or disloyalty. It is the simple effect of group reaction which most workers are not prepared to resist. Just because our workers talk to us nicely, let's not kid ourselves that they love us and talk the same when we are not present.

## Can't Disregard Status

Thus as a result of their inherent status and the nature of their activities, management lives in somewhat of an ivory tower in spite of themselves. Too often they forget or disregard the fact that this aura of status has a magnetic effect upon individuals or groups with which these policy makers come in contact. A bias is thus injected into every situation—regardless of how friendly and democratic the management man may be as an individual. He may minimize, but he cannot eliminate it. It is like the variation and deviation injected into compass readings in navigation. It means that unless it is taken into consideration, executives make a big mistake when they judge people on the basis of what these people do in their presence. Unless management men make corrections and cross-check perceptions to allow for these status factors in dealing with ordinary people, they will find themselves in a situation where to a greater or lesser extent they base their decisions on false or inaccurate assumptions.

And again, further bias is injected by judging present situations by the standards and customs of 20 years ago. How often have we heard some executives say: "Why don't people act like I used to act when I was starting out?" "What do they expect?" "And what in heaven's name can I expect from them?" or "Let them get ahead as I got ahead—the hard way." Now there is

nothing wrong with these assumptions except that they are no longer realistic in terms of the social and economic changes which have modified the society in which we now live.

Still another area difficult of realistic policy making deals with the administrative problems of turning policy into effective action within the limits of the front office plan. Here the practical operating problem has many other aspects where ivory tower quarter-backing bogs down.

## Groups Habits Deep Rooted

For example, several years ago a certain midwestern manufacturer decided it would simplify the accounting procedures if they paid all salary and exempt personnel every other Friday instead of on the first and fifteenth of the month. A directive was drawn up and duly approved by the executive committee, a new standard practice procedure gotten out, notices were posted on the bulletin boards, and announcements were made by supervisors. So far as management was concerned, the matter was settled.

But several factors had been overlooked. It turned out that the people involved felt strongly on the subject.

Rents and bills were paid a certain time each month, whereas these every-other-Friday checks failed to tie into long established family household customs.

A blast of resentment and resistance came back to a surprised management. Watchful waiting followed by repeated sales efforts did not help. Instead the clamor went all over the community. "The so-and-so company doesn't even consider you when they change your pay." Applicants for clerical and office jobs were fewer and more wary.

Finally after six months of constant griping and complaining, an office union showed up in town and started to organize the white collar employees. At this point management threw in the sponge and went back to the old pay system.

The point of this sad story is that group habits are deeper imbedded than individual habits. To correct an individual's personal habits where they fall below normal expected group standards is hard enough, even with the pressure of favorable group practices working with management. But to jump broadside into a situation involving changing group habits is like trying to pull up a tree by the roots.

(Continued on page 32)

\* Note: Whether our Ivory tower is in the asphalt jungle or nestling close to our plant in the hills of Connecticut, we can look ahead and see a new crop of management areas of decision looming on the policy making horizon. Our sons will certainly be worrying not only about all the "moor relations" mentioned above but about other such matters as cybernetics, isotopes, automation, to mention only a few.

P R E S E N T I N G

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# NEWS FORUM

This department includes a digest of news and comment about Connecticut Industry of interest to management and others desiring to follow industrial news and trends.

THE PUBLICATION of a 738-page study entitled "The Economic State of New England" has been announced by The National Planning Association. The book is the result of a study by NPA's voluntary 95 member committee of New England, made up of leaders in each segment of the region's economy. The project was financed by contributions from New Englanders and the publication by the Yale University press has been underwritten by the New England Council.

According to the study, the New England economy, while "sound" will require 15,000 additional factory jobs a year to maintain its industrial growth. Opportunities to attract needed manufacturing plants, the report said, are offered by industry's trend to light metals, a boom in development of mineral resources in Canada and in nuclear power production.

The loss of many textile and other "soft goods" industries, while creating problems of unemployment and in-

stability in a number of communities, is a blessing in disguise, the NPA committee found. The forced transition to electronics, metal products and other durable goods has proved the region's ability to "meet changing conditions with changing economic activities," it was held, and has "served to raise the level of New England's income."

The NPA is a private economic research and planning organization with sponsors from industry, labor, agriculture, and the professions. Its committee on New England was formed in 1950 at the request of the Senate-House Economic Committee, which had been impressed by an NPA study of the South. Dr. Leonard Carmichael, chairman of the New England committee is former president of Tufts College and now secretary of the Smithsonian Institution. A research advisory committee, headed by Harvard economist Sumner H. Slichter, counseled the staff.

The Cover



THIS MONTH'S front cover shows a photo of a Scott Testing machine in the research laboratory of the American Thread Company which combines with the skill of the technician to test the strength of various types of seams now being made by customers and prospective customers of the company. By trying different threads and combinations of threads, different sewing machine tensions and stitch types, laboratory technicians are able to discover the reasons for seam failure and the best combination of materials to produce the most durable seams.

★ ★ ★

THE NEWLY-ACQUIRED Accurate Brass Corporation of Glendale, New York, will be moved to Bristol by mid-1955, it has been announced by Roger E. Gay, president of the Bristol Brass Corporation.

The present Accurate plant in Glendale, Long Island, N. Y. employs some 200 persons, many of whom are ex-

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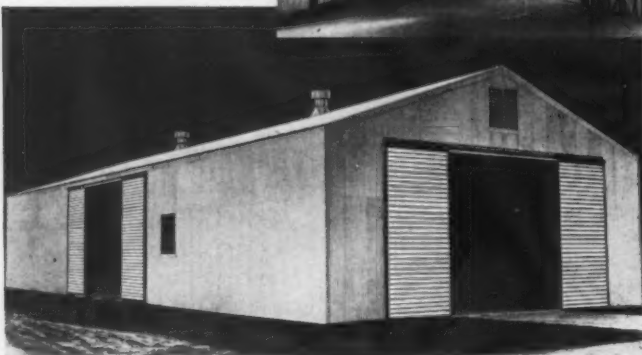
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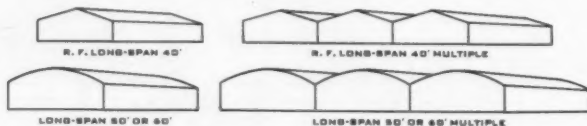
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pected to move to Bristol next summer. Accurate is the largest independent producer of brass and aluminum forgings in the country. It is expected that transfer of the plant will provide many additional jobs for the people in the Bristol area.

The new firm is a wholly-owned subsidiary of Bristol Brass.

★ ★ ★

A NEW LINE of aircraft toggle switches has recently been announced by The Arrow-Hart & Hegeman Electric Company, Hartford. The manufacturer states that the switches have been developed to meet the requirements of Air Force, Navy, Aeronautical Standard AN-3021, to Specification MIL-S-6745.

Furnished with a brown Bakelite base, the switches are approximately 1 1/8" long, 5/8" wide and 1 3/64" high from the bottom of the sleeve to the terminals. Steel parts of the new line of switches are cadmium plated, according to the latest A-N specifications, while all current-carrying parts are silver plated.

★ ★ ★

A SPECIAL CITATION was presented to Thomas I. S. Boak, president of the Plume & Atwood Mfg. Company, Waterbury, recently by the U. S. Treasury Department for the company's outstanding record during a recent Savings Bond campaign among its employees.

In addition to the citation, Kenneth M. Crane, state director of the Savings Bonds Division for Connecticut, gave the company the privilege of flying pennants at both the fabricating and rolling mill divisions.

In his letter of citation, Mr. Crane said, "You are one of many companies which have made possible the outstanding record during the first nine months of 1954. Total sales of Series E & H Savings Bonds for this period amounted to \$3,691,393. This figure is the highest record for these nine months in nine years."

★ ★ ★

A MILLION - DOLLAR international expansion program that will triple the production capacity of Connecticut Chemical Research Corporation, Bridgeport, was revealed recently by A. O. Samuels, President. The company is said to be the world's largest

manufacturer of aerosol and aerated products.

Within the past two years the firm has put into operation plants in Canada and Great Britain. Within the next year, according to Mr. Samuels, the company will open four more manufacturing headquarters in Los Angeles and in Europe.

The company was organized seven years ago as a research unit to develop the potentialities of aerosol-type products. The first aerated shaving cream dispenser was developed by the firm.

★ ★ ★

**JOHN T. TATIGAN**, president of Peter Paul, Inc., Naugatuck, has announced that his firm has been notified by "Candy Industry," national candy trade publication, of new honors accorded to Mounds and Almond Joy, the company's leading product.

In a national survey recently completed by the magazine, Mounds and Almond Joy finished first and second in a poll of 2,000 candy distributors.

★ ★ ★

**DR. WESLEY S. COE** has been appointed assistant to John E. Caskey, vice president and general manager of the Naugatuck Chemical Division, United States Rubber Co.

Dr. Coe was previously assistant factory manager of the chemical and synthetic rubber plants operated by the division in Naugatuck. In his new post he will handle special assignments for the general manager and assistant general manager, and also be secretary to the division staff.

It was also announced that Dr. J. Nelson Judy has been named assistant to the factory manager at Naugatuck. Dr. Judy, who joined U. S. Rubber in 1940, was formerly manager of process development for the Naugatuck Chemical Division.

★ ★ ★

**NATIONAL RECOGNITION** has been won by all departments of the Bridgeport plant of the General Electric Company for their cooperation in the operation of a safety program. The National Safety Council has presented to the plant the "National Safety Council Award," given "in recognition of its outstanding achievement in reducing the frequency of disabling injuries."

The citation reflects the intensive interest the safety coordinators have inspired throughout the plant, and the splendid cooperation of all employees.

**THE AMERICAN RESEARCH CORPORATION**, designers and builders of environmental test equipment has announced the expansion of its Bristol plant. The recently completed addition, which increases the company's manufacturing floor space by seventy per cent, is designed to double the company's manufacturing capacity.

According to Jack Shamroth, American Research President and head design engineer, the addition was made to meet the company's growing manufacturing needs. Most environmental test equipment currently produced is used in governmental and private research relating to aircraft, electronic and affiliated manufacturing.

★ ★ ★

**METTLER MACHINE TOOL, INC.**, New Haven, has announced a new member to the well known line of Shuster wire straighteners. It is an automatic feed bench model wire straightener. This self-feeding, rotary straightener measures 16" for its longest dimension.

Designed as the answer for small shop requirements of straightening fine wire, pilot models have been endorsed by larger users of wire as a necessary auxiliary, according to the maker. A choice of arbors mounted in ball bearings each with five straightening dies, is available, one for wire in the .020 to .040 range and the other in the .025 to .062 range.

★ ★ ★

**PRODUCTION AND MAINTENANCE** employees of The Kaman Aircraft Corporation, Bloomfield, have voted overwhelmingly for "no union" in an election conducted by the National Labor Relations Board on behalf of the company and the International Association of Machinists, American Federation of Labor. The "no union" vote was 410 to 127 for the union.

In a message to the employees following the election, President Charles H. Kaman said, "Your management is appreciative of and encouraged by your vote of confidence as evidenced by this election. Be assured that management will continue its past policies to help maintain the highest level of employee-management relations as merited by the confidence you have expressed today."

★ ★ ★

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ground recently for a new hospital and Employee Relations Building. The two-story building, designed by Scovill engineers, follows modernistic lines. The exterior will be faced with brick with continuous glass windows.

Scovill President L. P. Sperry gave the signal which marked the official beginning of construction. Witnessing the ceremonies were Vice Presidents Mark L. Sperry and Alan C. Curtiss. Also on hand were members of the engineering staff who designed the building.

★ ★ ★

**PROMOTION** of John J. Monahan to assistant sales manager of The Bristol Brass Corporation was announced recently by Roger E. Gay, president. Mr. Monahan has served as New England District Manager of the Bristol firm since 1952.

A native of Thomaston, Mr. Monahan was graduated from the University of Connecticut with a degree in business administration. He has been with Bristol Brass since 1941 and was formerly the firm's Connecticut sales representative.

★ ★ ★

**A SCHOLARSHIP AWARD** program for the sons and daughters of employees of Rockbestos Products Corporation, New Haven, has been announced by A. G. Newton, Rockbestos president.

The program calls for an annual award of \$500 to a qualified son or daughter of a Rockbestos employee, with the award to continue in effect for four years provided the winner meets certain requirements outlined in the program itself.

Sons and daughters of all Rockbestos employees are eligible, if one of the parents has been with the company for three years or more. The only exception to this is that the children of officers and directors may not qualify.

★ ★ ★

**TWO DIVISIONAL EMPLOYEES** of the New Departure Division of General Motors Corporation took on new assignments December 1 when Louis C. Freeman, Jr. became bicycle products sales manager and Henry L. Brophy succeeded Mr. Freeman as director of public relations.

Mr. Freeman's affiliation with New Departure covers a period of seven years. A 29-year General Motors man, he joined the bearing division after

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seven years service in the U. S. Army in which he served as a colonel. His first New Departure position was supervisor of salaried administration. He then became personnel manager at Meriden, later serving in the same capacity at Bristol before assuming the public relations position.

Mr. Brophy, a former Waterbury newspaperman, joined New Departure in 1943. His eleven years with the company have been devoted to public relations work.

★ ★ ★

**AN ETHIOPIAN** high school teacher, assigned to the United States for 18 months' study under the Point Four Program of the Foreign Assistance Act, is receiving six months' electrical training with The Connecticut Light and Power Company. Yilma Tadesse, a resident of Addis-Ababa, Ethiopia, joined the utility's test department recently.

At CL&P he is getting supervised instruction and training in the construction and operation of heavy electrical equipment. Particular emphasis is being placed on transformers, generators, and turbines. Mr. Tadesse was stationed at the company's Berlin head-



**YILMA TEDESSE**, an Ethiopian high school teacher assigned to the Connecticut Light and Power Company for six months electrical training, and **Daniel A. McNulty**, CL&P meter engineer, check one of the instruments used to test residential electric meters.

quarters for about six weeks, with the remainder of his assignment spent through Connecticut at various CL&P districts and power plants.

In Ethiopia, Mr. Tadesse is the head of the electrical department in the 400-student technical high school of his home city.

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**A COMPLETE LINE** of socket head cap and set screws in sizes from No. 4 (.112") down to No. 0 (.060") are now being offered as standard items for the first time, according to an announcement by The Bristol Company of Waterbury. The company is now offering a full range of small size socket screws in both 18-8 stainless steel and heat-treated alloy steel, in a variety of lengths and threads.

Prices and specifications for these small size screws, as well as for the company's complete line of socket screws in standard sizes up to 1 inch, are contained in Bulletin 702, available from The Bristol Company upon request.

★ ★ ★

**H. F. KNEEN**, president, The Safety Car Heating and Lighting Company, Inc., New Haven, has announced that the Board of Directors have elected James T. Cullen, secretary and treasurer of the company.

Mr. Cullen was also elected secretary and treasurer of Special Service Co., Inc. and Pintsch Compressing Corporation, as well as the Liquefied Gas Utilities, Ltd. of Montreal, Canada, all wholly owned subsidiaries of the Safety Car Heating & Lighting Company. He has been assistant secretary and assistant treasurer since 1946. He succeeds John H. Michaeli, retired.

Mr. Kneen also announced that the New York City Executive offices have been transferred to the Hamden plant. The District Sales Office of the company will remain at 230 Park Avenue, New York.

★ ★ ★

**A NEW SINGLE POINT** cutting tool employing a wafer-type, indexable throwaway carbide insert; adjustable mechanical chip control; and hardened, replaceable anvil has been announced by Ole Severson, president, The Viking Tool Company, Shelton.

The new tool features "No-Grind" inserts with either positive or negative rakes. Inserts are indexed to the unused cutting edge after each edge is worn. Negative rake inserts may be indexed on both sides.

Included in the new tool is Viking's adjustable, mechanical chip control block, which locks with the top surface of the insert, metal to metal, to eliminate galling or wedging of the chip. Viking has also included in the new tool a hardened, replaceable anvil which absorbs the shock in the event of damage resulting from accidental

carbide fracture. The anvil thus protects and lengthens the life of the tool itself, while its close-up support permits the use of thin, inexpensive carbide inserts.

★ ★ ★

**THE GREIST MANUFACTURING COMPANY** recently sponsored the eighth annual dinner meeting of the company's Quarter Century Club. The group is composed of active and retired Greist employees who have completed twenty-five or more years of service.

Company officials who attended the dinner were Merritt D. Vanderbilt, president, Hubert M. Greist, vice president, Francis J. McCarthy, assistant treasurer, and Raymond J. Ahern, personnel relations manager.

The group honored a new member, Harry Johnson, who has just completed his twenty-fifth year with the firm.

★ ★ ★

**THE ELECTION** of Joseph H. Hoyt as president and director of The SoundScriber Corporation, New Haven, has been announced by the board of directors.

Until his election, Mr. Hoyt was associated with the firm of Spark, Mann and Company of Boston. He was formerly associated with the firm of Waltham and Drake in Cleveland, Ohio. Prior to that he served in the General Accounting Office of the

United States Government, and before World War II, was with the American Stove Company of Lorain, Ohio.

He is a member of the American Institute of Accountants, and the Massachusetts Society of Certified Public Accountants.

★ ★ ★

**CASH AWARDS** amounting to \$1,840 and pins were presented recently to employees of The Seamless Rubber Company for service records totaling 575 years.

Miss Mary Kuhn celebrated 35 years of service. She is in the Statistical Department of the General Office. Edward H. Haaf, also with 35 years, is employed in the cutting room. Mrs. Sofia S. Lavorgna, has had 35 years of service as a packer.

With 30 years of service were Leonard W. Ingersoll, John J. Moran, Mrs. Mabel Hennessey and Theresa Gambardella. Harry Martino and Michael Brangi observed 25th anniversaries of service with the company.

Thirty-four other employees, with service ranging from 20 years to five years were also honored.

★ ★ ★

**EIGHTEEN** major central Connecticut corporations have joined with Trinity College in a pioneering program for the advancement of business, industry and higher education in the Hartford area, it has been announced by Dr. Albert C. Jacobs, presi-

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We are producing these results for many different customers at savings which amazed them. Possibly we can effect similar unexpected savings for you. Just phone Meriden 5-5718. We'll be glad to run sample parts to demonstrate what we can produce for you.

★ ★ ★ ★

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**MEMBERS OF THE QUARTER CENTURY CLUB** of the Greist Manufacturing Company, New Haven, first row, left to right, Stephen Signore, Ralph Maturo, John Cusano, Joseph Rubertone, Bella LaTerza, Ralph Petrillo, Lawrence Fazzone, James Behler, Antonio DelGrego, Lorenzo Altieri. Second row, left to right, Norman Eddy, Joseph Nista, Frank Scognamillo, Nicholas Maturo, Mary Pavarotti, Harry Johnson, Helen Walik, John Peterson, Carl Baehr, Antonio Raccio, John Frazer. Third row, left to right, Stephen DelGrego, Raymond Behler, William Frank, Michael Civitello, Giuseppe Cirasuolo, Joseph Melotti, Howard Word, Peter Cofano.



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dent. They will be known as the Trinity College Associates.

It is believed to be the first time that corporations have joined with a liberal arts college for mutual advancement. Formation of the Associates has been underway for about a year with the 18 present corporations as charter members. Membership is open to all firms in the area.

"The Associates were organized," Dr. Jacobs explained, "to make active and vital the natural partnership that exists between corporations and Trinity College in the support of free thought and private enterprise and in the advancement of a high standard of living—three distinguishing characteristics of the American way of life."

Now under study for special projects of the Associates are conferences on the relationship of Hartford to its suburbs, symposia on the economy of New England, practical ways to make the college library more useful to the community, faculty consultation to solve business and community problems, and expanded evening classes for advanced study by young executives.

Dr. Robert M. Vogel has been placed in charge of the Associates program by Dr. Jacobs. College appointees to the Associates Advisory Council include: for the trustees; Newton C. Brainard, Henry S. Beers, John R. Cook, and Robert S. Morris; for the faculty, Lawrence L. Barber, Harold L. Dorward, Vernon K. Kriebel and Lawrence E. Towle; for the administration, President Albert C. Jacobs, Albert E. Holland, J. Kenneth Robertson, and Robert M. Vogel.

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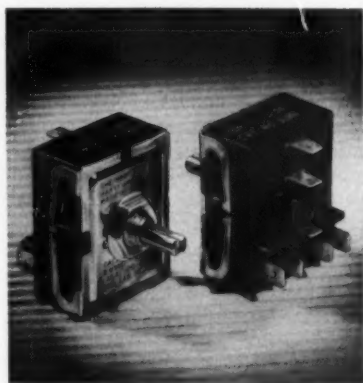


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& Lithographing Machinery  
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**A NEW SERIES** of compact rotary heater switches for both two and three-wire systems—with spade terminals for easier wiring and a spindle which may be extended through the back of the base to provide unitized control of other components—has been developed by The Hart Manufacturing Company, Hartford.

Designed principally for electric ranges, the new series of switches have numerous other applications in the appliance field and other product lines. The extensible spindle may be used to control heaters, dampers, other switches or accessories with one dial. Bases are designed to permit use of two, four or six dummy spade terminals to eliminate need for separate terminal blocks. Auxiliary live terminals may also be added.



"DIAMOND H" Series 910 rotary heater switches developed by The Hart Manufacturing Co., for two and three-wire systems have spade terminals for easier wiring and extensible spindles for control of other components with a single dial.

**THE TREMENDOUS CONTRIBUTION** which the Chas. Pfizer Company has made to the social and economic life of the Groton and New London area since it acquired the former Groton Iron Works property in Groton eight years ago was the basis of a testimonial breakfast given in honor of the company and its officials and employees recently at the Mohican Hotel, New London, under the sponsorship of the Groton and New London Chambers of Commerce.

The occasion, at which a plaque extolling the company and its officials was presented as a tangible memento of the general tribute, was timed to coincide with a visit to the Groton plant by top officials and members of the board of directors of the Pfizer company and was attended by 120

civic leaders, government officials, industrialists and prominent merchants of the area.

Executive Director Marshal Ginther of the New London Chamber presided at the breakfast and he called upon President Anthony Levesque of the Groton Chamber and President B. Francis Mahan of the New London Chamber to extend the good wishes and appreciation of local people to the Pfizer officials and upon John E. McKeen, president and chairman of the

board of directors of Chas. Pfizer Co.

★ ★ ★

**THE ELECTION** of James A. Mulcahey as vice president of the Bush Manufacturing Company, West Hartford, has been announced by Cecil Boling, president.

Mr. Mulcahey, director of sales for Bush since 1951, formerly was with the Cecil Boling Company, New York in various sales and engineering capacities.

## How to collect on bills you can't mail out

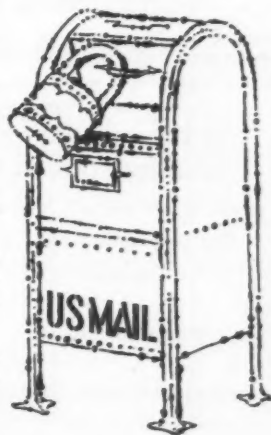
Have you ever considered how much you depend on your accounts receivable ledgers for the money you need to keep your business going?

If they were destroyed, you wouldn't be able to mail out bills—unless you could remember—exactly—names, addresses and amounts owed. And you'd find that your biggest source of ready cash—perhaps your most valuable current asset—had simply disappeared.

Accounts Receivable insurance protects you fully against the loss you're bound to suffer if you're ever unable to bill customers because your records have been destroyed by fire, flood, explosion—or lost as the result of burglary, theft or vandalism.

We will be pleased to give you full details of this insurance and tell you how it reimburses you for amounts owed that you cannot bill.

Also to tell you about insurance for your legal papers, sales records and other documents, the loss of which would cost you real money.



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**AMERICAN SCIENTISTS** have finally succeeded in reproducing the true molecule of crude, or tree-grown rubber, a major scientific achievement, it has been announced by William S. Richardson, president of Goodrich-Gulf Chemicals, Inc., which is owned half by the Gulf Oil Corporation and half by the B. F. Goodrich Company.

According to Mr. Richardson, who is also president of The B. F. Goodrich Company, with the Sponge Products of Shelton as its Connecticut Division, the successful reproduction of crude rubber synthetically has been a goal of world scientists for generations. It has also posed a problem in the self-sufficiency of the United States, he said, because although it is the world's largest consumer of natural rubber, it has had to import every pound used from the Far East, South America, or Africa.

The actual discovery was made in the B. F. Goodrich Research Center, Brecksville, Ohio, by a research team assigned to the project by Goodrich-Gulf Chemicals, Inc. Joint teams of scientists in both Gulf and Goodrich laboratories have long been at work using a new approach to the challenging assignment.

★ ★ ★

AS A PART of its educational program, The Export Managers Club of Bridgeport recently presented a program on exporting before the senior class and debating society of the Stratford High School. The program, under the leadership of James R. Hartman,

educational director of the Club, featured discussions on "The Necessity of Foreign Trade and Markets" by Kendall Redfield, export manager, Asgrow Export Corporation, Milford; "Why foreign Trade Must Be a Two-Way Street", by Anthony Bordes, export manager, The Bassick Company, Bridgeport; and "The Pro's and Con's of Tariff" by W. R. Scott, manager, Foreign Sales Division, Remington Arms Co., Bridgeport.

The club also provides various publications on export subjects to schools for distribution to students and for classroom study and discussion.

★ ★ ★

**ELLSWORTH S. GRANT**, vice president, Allen Manufacturing Company, Hartford, keynoted the recent Fall Personnel Conference held at the University of Bridgeport.

The theme of the day-long conference, attended by top level personnel men from throughout the state, was "Personnel, Productivity and Profit." Sponsoring organizations were The American Society for Personnel Administration, The Greater Bridgeport Personnel Association and the University of Bridgeport.

★ ★ ★

**CARLYLE F. BARNES**, president of Associated Spring Corporation, Bristol, has announced the retirement of Fuller F. Barnes and Harry C. Barnes as officers of the corporation. He stated that they would continue their interest in the corporation by re-



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maining as members of the Board of Directors, and Executive Committee.

Alden C. Purrington was elected first vice president. Mr. Purrington will also continue as treasurer of the corporation, an office which he has held since 1937.

The retirement of the Barnes brothers follows a lifetime devoted to the business started in 1857 by their grandfather, Wallace Barnes. Fuller F. Barnes joined the Wallace Barnes Company in 1910 and Harry C. Barnes in 1913.

They were instrumental in the organization of Associated Spring Corporation in 1923 through an amalgamation of the Wallace Barnes Company with the William D. Gibson Company of Chicago, the Raymond Manufacturing Company of Corry, Pennsylvania and Barnes-Gibson-Raymond, Inc. of Detroit.

★ ★ ★

**DONALD S. SAMMIS**, vice president in charge of manufacturing for the Underwood Corporation, and who has been associated with the firm since 1935, has retired from that position.

Mr. Sammis was former manager of the Bridgeport plants before being appointed vice president in charge of the company's Hartford works in 1947. In 1950 he was transferred to the executive offices in New York city.

A native of Stratford, Mr. Sammis attended Sheffield Scientific School of Yale University, where he received his degree in mechanical engineering. From 1911 until 1913 he was employed by the Baird Machine Company of Stratford, the Ives Manufacturing Company of Bridgeport and the Griscom-Russell Company of New York. He returned to the Ives Company where he worked until World War I.

In 1932 Mr. Sammis became Town Manager of Stratford, a post he held until his association with Underwood in 1935.

He is a member of the Reserve Officers Association, the Society of American Military Engineers, the Yale Engineering Association and the Housatonic Yacht Club. He serves as a director for the Acme Shear Company, the First National Bank and the City Savings Bank.

**THE NEED** for industrial statesmen to promote a better understanding and insure the future of the free enterprise system was stressed before 300 Bridgeport manufacturers by Harold C. McClellan, president of the National Association of Manufacturers.

Mr. McClellan addressed the 50th annual dinner of the Manufacturers Association of Bridgeport. He said that employers have had a responsibility to their workers which "they failed to meet adequately."

"I think we should have translated into understandable English the frightened mumbo-jumbo of recessions, of depressions, of cutbacks and lay-offs," Mr. McClellan stated.

Jobmakers awards for 1954 were presented to Bridgeport Machines, Inc., the Singer Manufacturing Company and the Bridgeport Brass Company. The awards initiated a year ago are given by the Association's community relations committee for creating new job opportunities or maintaining high employment during the year.

Rudolph F. Bannow, president,

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Bridgeport Machines, Inc., was re-elected president of the Association. Other officers re-elected for this year were Ronald A. Malony, Bridgeport Gas Light Company, first vice president; H. Burling Naramore, Bridgeport Fabrics, Inc., second vice president; Harmon E. Snoke, executive vice president, and George L. Todd, the Bullard Company, treasurer.

★ ★ ★

**AT THE ANNUAL MEETING**  
of the board of directors of the Plasti-

crete Corporation, held recently at the main office in Hamden, present officers of the corporation were re-elected and three new officers were added to the staff.

John R. McColl was named vice president, sales; Alfred D. Russo, vice president, production; and Miss Gertrude T. Hines was made assistant secretary.

Mr. McColl has been sales manager for the corporation since 1949 and a member of the board of directors since 1951. Mr. Russo has been with

the corporation since 1946 and for the last two years has served as production manager. Miss Hines has also been with the firm since 1946 and for the last four years has served as office manager.

★ ★ ★

**THE BULLARD CO.**, originators in 1901 of the side-head Vertical Turret Lathe, has announced a completely redesigned version of this type of machine tool. Appropriate to the Company's 75th anniversary year in 1955, the new machines will be identified as the Cut Master Model 75. This contains a new type of table support bearing which is a combination radial and thrust roller bearing. This feature makes possible production with greater accuracy at higher rates of speed.

★ ★ ★

**THE PURCHASE** of the Grant Paper Box Company of Pittsburgh, Pa., by Federal Paper Board Co., Inc., New Haven, has been announced by John R. Kennedy, Federal president.

The acquisition, part of Federal's current expansion program, Mr. Kennedy stated, is expected to add between \$2 million and \$3 million to annual carton sales, and to strengthen the company's carton operations in the Pittsburgh and Western Pennsylvania areas.

The new acquisition gives Federal a total of thirteen paperboard mills and carton plants, located mainly along the eastern seaboard. The company is said to be the nation's third largest producer of the type of paperboard known as folding boxboard, and is an important manufacturer of folding cartons.

In due course the Pittsburgh plant will be known as the Pittsburgh division of the National Folding Box Company, Inc., folding carton subsidiary of Federal.

★ ★ ★

**OTHNEIL G. WILLIAMS**, president of the William L. Gilbert Clock Corp., Winsted, has announced that the clock company has embarked upon an expansion program designed to increase the company's income and to provide a larger payroll and steadier employment for the area.

Mr. Williams stated that the first goal in the new program was to provide sufficient business to enable the company to expand its present payroll to \$2,500,000 annually, which is ap-



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proximately double the average of recent years.

A start on this program has been made with the beginning of production of the new electric adding machine being built for the General Computing Machines Corp. of New York. Production for this one project alone will ultimately call for more than 200 employees on a full-time basis.

Mr. Williams also announced that in line with Gilbert's new "forward look" the company for the first time in its history is publicly offering common stock. The purpose of this, he said, was to provide additional working capital to meet the requirements of the new expansion program, and to allow employees to share in the company's progress and to increase their interest in company affairs.

★ ★ ★

**HERRICK T. WILSON** of Meriden has been appointed first permanent manager of The Connecticut Development Credit Corporation, according to an announcement by Paul V. Hayden, corporation president. The appointment became effective January 1, 1955.

He succeeds Robert P. Lee, area development manager of The Connecticut Light and Power Company, who has been serving as manager since the corporation commenced operations in February 1954. Its purpose is to lend financial aid to Connecticut industry.

Mr. Wilson is a native of Meriden. He was graduated from Wesleyan University in 1937. Since 1946 he has been business manager of Ordwes, a government research project connected with the university and prior to that time he was assistant director and director of sales research for the International Silver Company, Meriden.

★ ★ ★

**ROBERT A. KNIGHT**, a former executive secretary of the Manufacturers Association of New Haven County, and for the past five years associated with Beardsley Ruml's many business interests, has recently joined with Ann Hoff and J. Francis Canny to form Hoff, Canny and Knight, Inc., executive search specialists, with offices in the Chrysler Building, New York 17, New York. The new firm, according to Mr. Knight, will assist business and industry in conducting confidential and professional searches for outstanding executives.

Miss Hoff was formerly associated

for twelve years with the Association of Consulting Management Engineers and the Lennox Personnel Service, where she dealt with the problems of recruiting executives. Mr. Canny was a former assistant to the corporate vice president for personnel at R. H. Macy & Co., Inc. and director of personnel administration for McKinsey & Company, management consultants, where he also dealt with management personnel problems and the recruiting of executives.

★ ★ ★

**AN ADVANCED** new screw swivel vise for milling machines, shapers and drill presses has been introduced by the Modern Tools Division of the Nelco Tool Co., Manchester.

Rugged in construction, precise in design, this Modern screw swivel vise features patented covers that prevent chips from falling into swivel slides. Other features include hardened and ground removable jaws, graduated swivel base, keyways in body and swivel base to permit use with or without base, and the body parallel and square to keyways.

**SUCCESSFUL COMPLETION** of the Southern New England Telephone Company's recent 14½-million-dollar stock offering was reported recently by the company's financial vice president, G. Gordon Copeland.

The company had issued rights authorizing its stock owners to purchase 488,888 new shares, at \$30 each, in a period ending October 29. Exercise of these rights disposed of 99.49 per cent of the shares offered, and the 2,949 shares remaining were later sold to brokers.

Mr. Copeland said the new issue adds more than 2,000 new owners to the telephone business. The company now has nearly 40,000 owners, of whom about 90 per cent are residents of Connecticut.

Most of the proceeds of the stock sale have been used to repay money borrowed to finance construction carried on by the company in recent months to meet continuing demands for service.

★ ★ ★

**EUGENE H. GATES** has been appointed general factory manager of

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The R. W. Cramer Company, Inc., Centerbrook, according to an announcement by P. F. Brophy, president. Mr. Gates joined the company in 1942, and has recently served as factory manager.

In his new capacity Mr. Gates will have responsibility for all manufacturing operations in the company's Centerbrook and Ballouville, Connecticut plants. Cramer manufactures precision electrical timing equipment and synchronous timing motors.

### A Fresh Look At Policy Making

(Continued from page 17)

#### Implementing Social Changes

To be realistic today, management may well study the process of implementing social changes. If your plant hires one thousand workmen, they bring to work their own habits and personalities. They may come to work as individuals and they may look like individuals, but where social changes are involved, they are deep rooted to family, to union, to community ideas, habits and expectancies. Like a gyroscope, an employee group may roll easily along a certain axis in its present plane of revolution, but any efforts to change basic social patterns are resisted with gyroscopic inertia.

Now that business is frankly recognized as a social process as well as an economic one, progressive management more and more recognizes and considers the new variables which this change injects into the policy making picture.

#### New Techniques Now Accepted

A generation ago opinion polling, depth interviewing and attitude changing were foibles for the sociologist and the psychologist to speculate with. Today, they are important management tools to improve the policy making process.

A generation ago what was laughingly called "public relations" was generally a gadget for cajoling editors to publish free blurbs about a company or its products, or in some cases, to whitewash the mistakes made by management. Today public relations has evolved into a young but ethical profession composed of management consultants skilled in evaluating human situations and in helping management get down to earth from the ivory tower

in which it unwillingly and unwittingly finds itself.

Just as scientific management in the field of industrial engineering has evolved from the pioneer days of Taylor and Gilbreth into a much more effective body of organized standard practices, so has public relations developed and crystallized into a set of techniques and guiding principles which result in helping policy makers make more realistic decisions, carry them out more effectively and register the value of their constructive activities where it can pay most dividends.

### We Always Have Public Relations

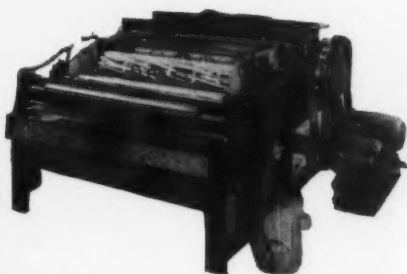
No matter what any business does from the time anyone begins to notice it in the market or in the community—it has public relations. These may be good. They may be bad. They may improve or they may get worse. But nothing we can do except shut up shop will enable us to get rid of them. They are of vital importance to management because they complicate or simplify the operation, the profitability and the development of the enterprise.

The good public relations man can do much to help policy making executives become more effective and their business experience more satisfying. Because they are not involved in the burdens of management; because they do not carry the burden of status; because as outside counsellors to top-level management, they come in with a fresh, clear and objective viewpoint; because they do not kid themselves about the motivation of people; because they are skilled in the techniques of face-to-face as well as mass communication, they can help management correct their compass readings and chart a more accurate and effective course of action. More than this, they can help management plan more realistic implementation of policies involving any group habits or requiring widespread motivation of groups in plants or communities.

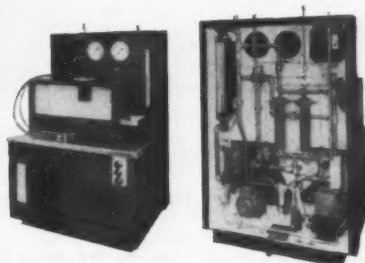
Just as better pilot houses and control cabins have kept the skippers and pilots informed as ships and airlines grew in size and complexity, so today's complex problems in dealing with and shaping the attitudes of the many publics encountered in any business require more realistic decision-making based on expert opinion research, better internal communication, plus well-planned implementation and follow-through.

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## MACHINE DIVISION

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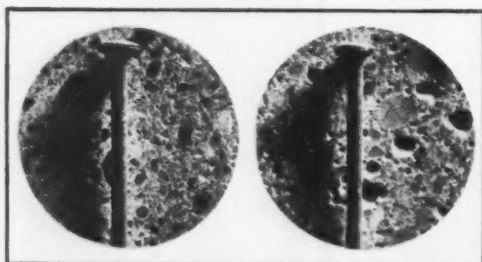




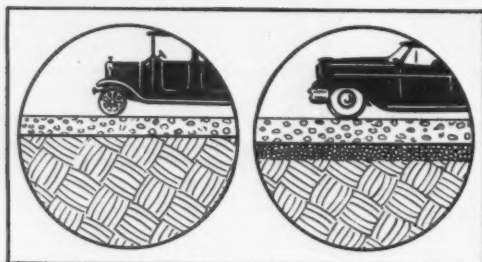
The 1924 road has served 30 years at low annual cost, but...



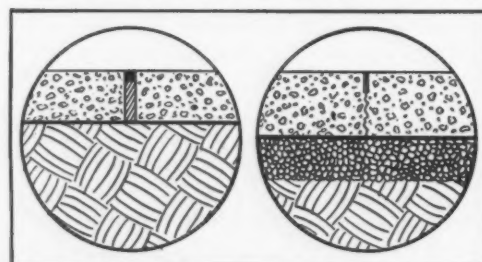
## 1954 CONCRETE ROADS ARE EVEN BETTER FOR THESE 3 IMPORTANT REASONS



Non-air-entrained concrete (left) and air-entrained concrete. Pin shows size of air cells.



Concrete roads used to be built on the soil (left). Now most get a granular base (right).



Old type joint (left). Narrow, sawed joint of a modern concrete pavement (right)

Concrete roads have come a long way since they brought the nation "out of the mud" 30 years ago. Many old pavements are still serving, but you can expect even better performance of modern concrete roads. One good reason is **AIR-ENTRAINED CONCRETE**, perhaps the greatest development in modern paving technology. Billions of microscopic air bubbles per cubic foot, produced by a resinous or a fatty additive, act as expansion chambers for freezing water. This trapped air eliminates damage to concrete pavements from weathering or the action of snow-removal chemicals.

A **GRANULAR SUBBASE** is something you never see—a firm layer of crushed stone or gravel under the concrete pavement. Wet, unstable soil under the slab tends to squirt out at joints and edges under repeated impact of heavy traffic, leaving the pavement without adequate support. But a granular subbase provides good drainage that prevents this. On the now-famous Maryland Test Road, concrete slabs that were built on granular material survived six months of grueling durability tests—equivalent to more than 20 years of normal highway traffic—without a single failure of any kind.

**SAWED JOINTS** give you a much smoother ride. Years ago engineers thought they needed wide and frequent joints to accommodate the expansion and contraction of the concrete. Now they know they need only provide against uncontrolled cracking as the concrete shrinks. They *saw* a thin groove across the hardened concrete slab a few inches deep and seal it with material that won't squeeze out. Shrinkage causes a fracture line, invisible on the surface, to open below the sawed slot, which itself is so narrow it isn't felt and may not be seen by the motorist. For more facts get the free booklet, "*Why Concrete.*" It is distributed only in the U.S. and Canada.

**PORTLAND CEMENT ASSOCIATION** 250 Park Avenue, New York 17, New York  
A national organization to improve and extend the uses of portland cement and concrete through scientific research and engineering field work





## INDUSTRIAL Relations — Law

By FREDRICK H. WATERHOUSE  
*Counsel*

**A**LTHOUGH arbitration is most commonly thought of in connection with collective bargaining agreements, you might find a brief account of its development in Connecticut rather interesting. It has been known and used since earliest times. The first volume of cases decided by the Connecticut Supreme Court contains accounts of arbitration proceedings. It establishes the final and binding nature of an arbitrator's award.

However, to have that effect, that is, for the arbitrator's award to be final and binding, it was necessary that the parties appear before the court and jointly request that a "rule of court" be entered formally submitting a specific issue to the arbitrator or to a panel of arbitrators, whichever was agreed upon. Such a "rule of court" having been entered the parties were bound to proceed and the arbitrators were empowered to hold hearings, gather evidence, and render a binding award. Unless made a "rule of court" an agreement to arbitrate could be revoked by either party at any time. Although the courts encouraged arbitration as a method of settling disputes, they were nevertheless jealous of their jurisdiction and looked unapprovingly on any arrangement designed to prevent the parties or either of them from asserting his claim in a proper court. Application for and entry of a "rule of court" overcame this weakness.

As arbitrators in early times were presumably selected for their unusual knowledge and experience in affairs concerning the subject matter of the question submitted to them for arbitration, the courts permitted them to apply such peculiar knowledge outside the evidence and even to decide matters without any evidence.

Furthermore, they were not bound

to disclose how they came to the conclusions announced by the award and, in fact, such disclosure was considered irrelevant to the validity of the award. This philosophy is still adopted to the extent that the court does not consider statements in a memorandum or opinion accompanying an award but merely determines whether the award answers the question submitted.

The use of arbitrators under the "rule of court" procedure gradually became less and less popular until it was practically abandoned. Complicated accounting matters were often referred by the court, with or without the consent of the parties to "referees" who were appointed as officers of the court. Arbitrators were not considered officers of the court.

Arbitration under "rule of court" had two distinctive features. In the first place any agreement to arbitrate was revocable unless and until it was made a "rule of court", and, of course, was not enforceable until then. Secondly, and following naturally from the first, each individual and specific question required the consent of both parties and must have been made sub-

ject to its own "rule of court" to be binding.

In 1895 the Connecticut General Assembly enacted a law creating the state board of Mediation and Arbitration. One of the functions of this board is to aid in settling labor disputes by mediation. It must proceed to the locality of a labor dispute or threatened strike to assist the parties in settling their differences. This board still exists in substantially its original form and with substantially the same powers and duties. It also is authorized to act as arbitrator in any situation where the parties specifically submit a question for the board's determination. It has no power to act as arbitrator unless the parties agree to submit a question to it.

There still was no method of compelling a party to comply with his agreement to arbitrate.

In 1929 the Connecticut General Assembly enacted a law making all agreements to arbitrate "valid, irrevocable and enforceable, except when there shall exist sufficient cause at law or in equity for the avoidance of written contracts generally". Although this statute makes no specific mention of collective bargaining agreements, was enacted several years before there was any substantial number of such agreements, and was prompted by a desire to validate commercial contracts providing for arbitration, its provisions have been used principally with relation to collective bargaining agreements. This is very likely because such agreements more often provide for arbitration whereas the hoped-for increase in providing for arbitration in ordinary commercial contracts apparently did not materialize.

In any event, our present law does apply to collective bargaining agreements containing an arbitration clause.

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This is true whether the agreement designates the state board of Mediation and Arbitration as the arbitrator, names some other arbitrator, or establishes a different method for selecting an arbitrator or panel of arbitrators. Such agreements are "valid, irrevocable and enforceable, except when there shall exist sufficient cause at law or in equity for the avoidance of written contracts generally".

Agreements to arbitrate found in such contracts, where the arbitrator has been named in the contract, have been held to be submissions empowering the arbitrator to proceed if the question is arbitrable under the terms of the contract. This is so even though only one of the parties requests the named arbitrator to hear and decide the question. However, if there is any doubt or claim that the question presented is not arbitrable under the provisions of the contract, the court has declared it to be better practice for the party seeking arbitration to request the court—not the arbitrator—for a ruling as to its arbitrability.

More on this subject in future issues.

## A Story of Progress at American Thread

(Continued from page 8)

and yarns should be used when they fill a specific end use and contribute to a better garment.

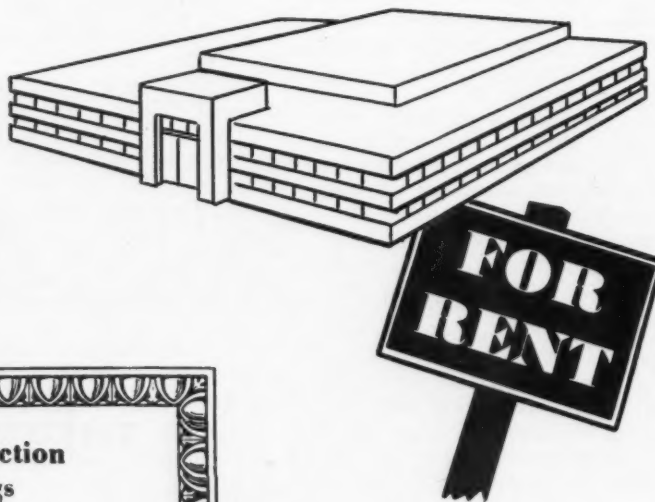
The American Thread Company has consistently adhered to its policy of maintaining plants, machinery and equipment in the best possible condition at all times. Since World War II the Company has spent many millions of dollars on new plants and machinery for all phases of production of thread and yarn. The Company's new plant at Sevier, North Carolina, which was built last year, was designed in modern one-story construction and equipped with the finest machinery available. This combination of factors provides unsurpassed working conditions for employees and a foundation for quality production comparable with the record this Company has maintained for more than half a century.

The Company recognizes, however, that maximum efficiency can be obtained from even the most modern plants, machinery, and equipment only through the cooperation of employees who are secure in the knowledge that they are being treated fairly and equitably and are provided with pleasing and comfortable working conditions as well as steady employment. It places great emphasis on the importance of amicable employee and public relations. As evidence of the effective and satisfactory employee relations of this Company is the fact that there has not been a strike or work stoppage at Willimantic Mills since 1925. The only strike elsewhere in the Company since that time was at the Dalton, Georgia, plant in 1949 and the strike was settled on the terms offered to the union and employees before the strike.

The Company's employee and public relations are based on three fundamental principles:

1. Sound Organization Planning.
2. Clear cut statement of policies to avoid misunderstandings and misinterpretation of rules.

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3. Effective communication with all employees and the communities in which the Company operates.

The Company operates on a policy of decentralized organization permitting the maximum authority and responsibility to rest with the local plant managers, district sales managers or branch office managers with central coordination and control resting in the general management at the Company's headquarters in New York.

The Company has pursued a practice of stating its policies in writing so that they will be clearly understood by all members of the management team and mill employees at all locations. This has attained maximum effectiveness but at the same time has permitted the necessary flexibility consistent with the policy of decentralized organization.

Effective communication has been a major objective and vital necessity for a far-flung organization such as American Thread with operations in several states and national sales distribution. The Company makes a concerted effort to define its objectives for employees and to tell them of any developments which may affect them, their families or their jobs. Using the medium of "Connecticut Industry", the Company began a communications program in 1950 with periodic messages in the form of full page ads showing employees at work and conveying the idea of "the People Behind the Products." This program has been expanded to include all the major Company locations and show employees on the job, at home, engaged in civic activities and with community leaders to show that the Company's employees are the town's citizens. In addition, beginning in 1950 the Company has published an Annual Report to Employees describing the results of the Company's activities for the previous year and discussing the prospects for the forthcoming year. The American Thread Company believes it has a responsibility to tell employees about their jobs, their pay, their prospects, their Company and its products, competitive position in the industry and other matters in which employees are interested.

The communications program of the Company utilizes all important media such as letters to employees, mill bulletin boards, the advertisements described above and booklets such as The Story of Thread and Employee Handbooks. Other phases of

this project are training and development programs for employees and supervisors, reading rack service, and safety and accident prevention material. Also, the Company issues communication material for specific situations such as the opening of the new Sevier, North Carolina, plant, at which time a special booklet was published and the open house was attended by over 5,000 people from the surrounding area, a number equal to the total

population of the two principal towns nearest the plant.

With progressive management, excellent research facilities, modern and efficient plant machinery and equipment, well satisfied and skilled employees, the American Thread Company has become the nation's largest producer of industrial thread products and one of the country's major producers of domestic thread products and yarns.

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The demand for sheet, strip and manufacturers' wire is continuing to put pressure on our schedules. That's why pulling "next week" deliveries out of our hip pockets is not so easy now. As against that we'll do everything our schedules permit to accommodate your more urgent needs.

What it means is that requirements should be anticipated a little further ahead and that delivery promises have to be realistic.

### Here's Where We Stand on Delivery Promises

We will not knowingly overbook orders. We never go on the hope that we'll be able to take care of everybody, somehow or other, by hook or by crook.

We won't pyramid promises. That kind of policy can only lead to robbing Peter to pay Paul, and in the long run satisfies no one.

We won't agree to meet delivery requests unless we are reasonably sure we can. We would rather lose your order than chance disappointing you later.

We may sometimes hold back from committing ourselves to the delivery you name. 'Most always, however, we'll make the delivery we promise.

We're not implying that we never, never slip. We are saying that we won't make promises lightly—for your sake as well as our own.

Please call whenever we can be helpful



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## TRANSPORTATION

By EDWARD M. MAMULSKI

*Traffic Manager*

### Cabinet Committee on Transport Policy and Organization

ON JULY 12, 1954, President Eisenhower appointed Secretary of Commerce Sinclair Weeks as Chairman of the Cabinet Committee on Transport Policy and Organization.

On September 2, 1954, Secretary Weeks announced the appointment of a Working Group for the Cabinet Committee on Transport Policy and Organization and designated Arthur W. Page as Director of the Working Group. Mr. Page is a director of the American Telephone & Telegraph Company at New York City. The purpose of this committee is to conduct an up-to-date review of transportation problems in the national economy and submit its recommendations to the President not later than December 1, 1954.

This committee encouraged written statements from interested segments of the transportation industry.

#### Railroads

The Association of American Railroads acting on behalf of the railroads has submitted statements to this Working Group covering such areas as: (1) The Economic Background (2) Inequality of Regulation (3) State-Imposed Burdens (4) Federal Taxation (5) Subsidized Competition (6) Federal Government as Shipper.

Some of the pertinent proposals are:

The repeal of sections 2 (unjust discrimination) and 4 (long and short haul charges) of Part I of the Act. The railroads advocate a modification of Section 3 of Part I of the Act to allow the railroads greater freedom in making competitive rates. The railroads suggest the following steps to be taken: "(1) Limitation upon the power of the Commission to suspend reduced rates at the instance of com-

peting modes of transportation or on its own initiative; and a shortening of the suspension period.

"(2) Withdrawal of the Commission's power to condemn reduced rates which are reasonably compensatory on the ground that they are 'lower than necessary to meet the competition' or will attract more than a 'fair share' of the available traffic.

"(3) Repeal of section 4 as an unnecessary competitive handicap imposed on the railroads.

"(4) Repeal of section 2 and modification of section 3 in order to clarify the right of railroads to meet competition with reduced rates."

Under the so-called rule of rate-making, section 15a (2) they recommend the following changes:

"(1) Eliminate the present clause that requires the Commission to consider 'the effect of rates on the movement of traffic by the carrier or carriers for which the rates are prescribed:' and

"(2) Provide that the Commission may not condemn proposed rate increases unless it finds that they would produce revenues in excess of those

required to provide adequate and efficient service and establish and maintain sound credit in the railroad industry."

The Railroads recommend the following legislation for the Motor Contract Carriers:

"(1) All for-hire carriers should be subject to substantially the same regulatory laws.

"(2) Permits for the operation of contract carriers by motor vehicle should be issued only where it is shown that common carriers are not able to provide the service required.

"(3) Contract carriers should not be granted operating authority as common carriers except upon adequate proof of public convenience and necessity.

"(4) Permits for contract carrier operation should specify the shipper or shippers to be served and should require that such contract carrier service not be extended to other shippers without express authority of the Interstate Commerce Commission.

"(5) Contract carriers should be required to publish and observe their actual rates, rules, regulations and practices, observing requirements of reasonableness and non-discrimination."

The railroads expressed the need for improvement and more expeditious handling of general rate increase cases on both the Federal and State levels when there are substantial changes in the prices they must pay for materials or when a substantial increase in railroad wages occur.

Other pertinent recommendations submitted by the railroads to the Cabinet Committee pertain to the federal aids to domestic transportation, namely:

"(1) Before public aid is provided for the benefit of any medium of transportation, there first be weighed the effect such public aid will have upon



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the entire transportation system, including the railroads.

"(2) Each segment of the transportation industry which utilizes facilities provided at public expense should be required to pay reasonable and equitable user charges for the facilities

which it needs to use in order that each such medium of transportation shall bear the full true cost of its own services.

They also recommend the repeal of excise taxes on amounts paid for the transportation of property and persons.

### Motor Carriers

The Independent Advisory Committee which represents all segments of the trucking industry, labor, suppliers and carriers, has submitted its views to the Cabinet Committee.

The motor carriers recommended the handling of more mail especially such mail moving within a 300-mile zone. They claim motor carriers can handle mail faster and cheaper.

They recommend that section 203 (b) (5 and 6) of Part II of the Act be redefined so as not to exempt commodities beyond the basic raw materials state.

The Advisory Committee to the Trucking Industry favors the position that the Commission should retain its authority to regulate truck leasing.

The repeal of section 22 of the Act which deals with free or reduced rates for the government is advocated.

The motor carriers also recommend the retention of the present requirements under Part II of the Act which deals with situations where railroads purchase motor truck lines, etc.

The general recommendation of the motor carrier is as follows:

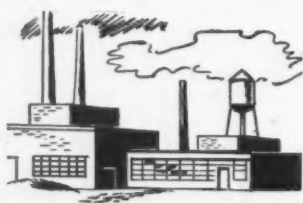
"We believe that the nation's commerce and national defense requires that all modes of transportation be maintained upon a sound and stable financial basis, and that government policy be directed toward impartial regulation of all modes of transportation. A sound government policy cannot be predicated upon a program of hampering and handicapping one mode of transportation for the benefit of another. We believe that government policy should be coordinated and developed to the end that the railroads be maintained and operated on a sound financial basis by the elimination or amelioration of the railroad passenger deficit."

### Airlines

The Air Transport Association representing the principal scheduled airlines has submitted its recommendation to the Cabinet Committee.

The Airlines expressed their sympathy for the railroad in their present difficulties. They are opposed to the railroads efforts in seeking legislation which would be unfavorable to other modes of transportation. The airlines reported that in 1940 they carried approximately 13 per cent of the first class passenger miles, and in 1953 they carried approximately 65 per-

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cent of the first class passenger miles. In 1951 about 21 percent of the air passenger miles flown received subsidies whereas in 1953 approximately 8 percent of the passenger miles flown were by subsidized lines. Thus it is indicated that only a small segment of air transportation is subsidized.

The airlines stated that railroads are essential to the economy of this country and were also necessary for national defense.

The Air Transport Association believes the railroads should not exert their efforts to handicap their competitors but should concentrate their efforts on those areas which would be profitable to them.

### **National Industrial Traffic League**

The National Industrial Traffic League expressed its views to the Cabinet Committee. Some of the most pertinent principles are:

"(1) The continuance of private ownership and operation of the railroads and other agencies of transport;

"(2) The continuation of the organization and function of the Interstate Commerce Commission as an independent regulatory tribunal reporting only to the Congress, and

"(3) The preservation for the public in the whole scheme of carrier regulation of the inherent and proper advantages of each mode of transportation, with full regard to the rights of the owners to a fair return on their properties devoted to public use."

### **Two Commissioners Views**

In an address before the Transportation Conference at Hartford, Conn., on November 5, 1954, Commissioner Arpaia stated he would not venture to say whether amendments to the Act are necessary or desirable, but stated that such treatment would constitute "pallatives" only. "To reach the seat of the trouble we must develop a unified system of transport and with greater technological advances and efficiency made possible by combined efforts and services."

In a luncheon address before the National Industrial Traffic League on November 18, 1954, at New York City, Chairman Mitchell of the Interstate Commerce Commission asserted that regulation had not substantially changed in the last 30 years. He was of the opinion that all forms of transportation should be regulated alike.

Some specific changes he recommended are: "agriculture exemption law" covering such items as ordinary livestock, fish and agricultural products, "I would limit it to the primary transportation from the farm to the market." He advocated the repeal of section 22, and urged the immediate repeal of the excise tax on transportation service stating that the tax was a

discrimination against the common carrier.

President Eisenhower requested that the Committee submit its recommendations to him not later than December 1, 1954.

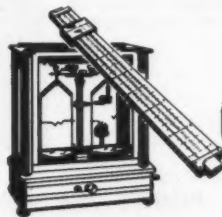
It will be interesting to see what changes, if any, the next Congress will make in the Interstate Commerce Act.

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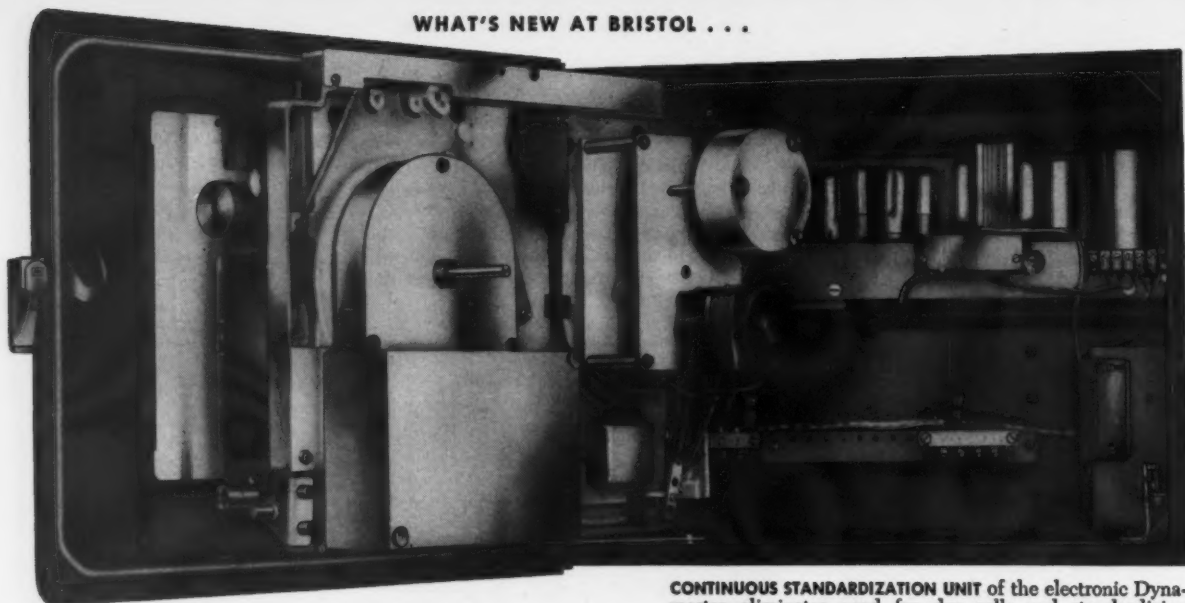


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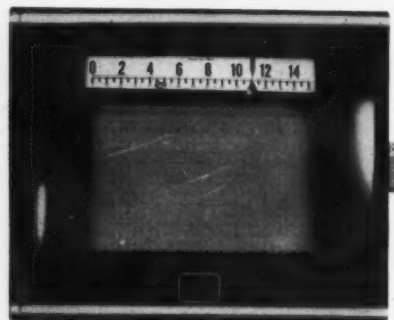
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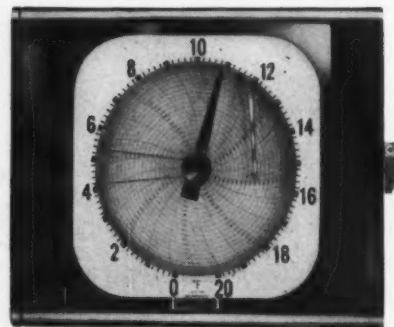
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# ACCOUNTING HINTS

Contributed by the Hartford Chapter National Association of Cost Accountants to stimulate the use of better accounting techniques in industry.

**R**ECENT changes in the tax code have made it possible for the taxpayer to receive higher depreciation allowances than was possible in prior years. The methods of computing depreciation have been broadened for newly acquired property which has a useful life of three years or more. The taxpayer must be the original user of the property depreciated on one of the new stepped-up methods.

It is not the intention of this article to completely interpret the new code. However, it is merely intended to make a few pertinent comments of informational value and to present a simple explanation of two of the new methods made available.

All of the former allowable depreciation methods are still available. The fact that a taxpayer used one of the previously accepted methods does not mean that he can now use one of the new methods on the equipment acquired prior to the end of the year 1953.

The new methods allowed are as follows:

1. The double (200%) declining balance method.
2. The sum of the digits method.
3. Any other method so long as

deductions during the first two-thirds of the asset life does not amount to more than they would under method number one.

It is not necessary to require permission to use the new methods in the first taxable year ending after 1953. However, after the first year a switch to a new method will apparently require permission.

Using the double declining balance method, the taxpayer would apply a fixed rate to the balance of cost which is left after each year after subtracting depreciation already taken. This rate would be double the rate which would have been used in the straight line method. This method allows depreciation to the extent of 40% in the first quarter of the service life of the asset and two-thirds in the first half of its life. There is of course always an unrecovered cost at the end of an assets useful life. However, at any point the taxpayer may switch to the straight line method thereby avoiding this unrecovered cost.

The sum of the digits method really utilizes a declining percentage of fixed cost. The first step is to add up the digits representing each year in the useful life of the asset. Thus an asset

having a ten year life would have a sum of 1, 2, 3, 4, 5, 6, 7, 8, 9, 10—for a total of fifty-five. Starting with the largest digit first, the depreciation allowance would be 10/55 in the first year, 9/55 in the second year, etc. This method of course would leave no unrecovered balance at the end of the useful life of the asset.

The schedule above is intended to show a comparison of the methods. Assume that a machine costing \$10,000 has a ten year life and no scrap value.

It is obvious that the straight line method spreads the depreciation allowance equally over each year of the life of the asset. Under the declining balance method, the effect is to take a greater allowance in the first year of useful life and reduce the allowance each year until the last year when the lowest allowance will be taken. The essential difference between the 150% declining balance method (previously allowable) and the 200% double declining method is that the 150% restriction is removed. Previously the rate could not exceed 150% of the straight line depreciation rate.

Under the 200% declining balance method in the above table, after the first six years of applying 20% to the remaining balance, the taxpayer could elect to take the balance of \$2,622.00 and spread it equally over the remaining four years. This permits taking the full depreciation over the original useful life. This election is not possible in the 150% declining balance method.

The effects of these new methods must be carefully studied by the taxpayer before any decisions are made.

Year	Straight Line	150% Declining Balance	200% Declining Balance	Sum of Digits
1	\$ 1,000	\$1,500	\$2,000	\$ 1,818
2	1,000	1,275	1,600	1,636
3	1,000	1,084	1,280	1,455
4	1,000	921	1,024	1,273
5	1,000	783	819	1,091
6	1,000	666	655	909
7	1,000	566	524	727
8	1,000	481	420	545
9	1,000	409	336	364
10	1,000	347	268	182
	<u>\$10,000</u>	<u>\$8,032</u>	<u>\$8,926</u>	<u>\$10,000</u>

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## BUSINESS TIPS

from

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### Working With Lost Customers

by CARL J. GLADFELTER

Associate Professor of Marketing

**I**T IS dangerous for a salesman to fail to appreciate the power and extent of competition. In most cases he is only too aware of its intensity, but the establishment of close friendly relationships may blind him to its potential force. The salesman who depends too heavily upon friendly contacts often begins to take his cus-

tomers for granted. They know his merchandise, his firm, and exactly what they can expect. Because the relationship is so close, the customers hesitate to tell the salesman about weaknesses which may develop in his offerings and service, and begin to look elsewhere. A time comes, as other salesmen make their appeals, when the

regular customers will try some of their offerings.

A customer who has been lost is not necessarily gone forever, regardless of the circumstances contributing to the separation.

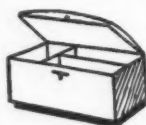
For obvious reasons, salesmen dislike trying to win back lost customers. The thrill of gaining a new account keeps the salesman going. The lost account is a bitter pill. It is a shock to the salesman's ego to have an account go elsewhere. That is hard to take and sometimes there is a tendency to let the matter slide, to evade the unwelcome truth that your merchandise, your policy, or the human factor in your contacts might be improved. Both evasion and anger represent failure to meet the challenging tests of salesmanship. The retention of business is part of the salesman's job. The re-establishment of contact and reselling the lost account, disagreeable as it be, is every bit as essential to the healthy business enterprise as the gaining of new accounts.

To successfully ground an attack that will regain lost customers requires a brief analysis of how and why they

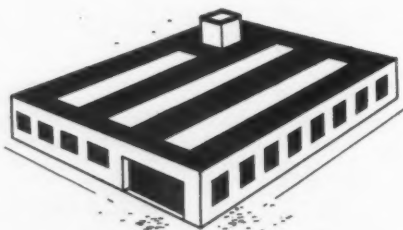
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are lost. Sparing detail, the basic causes for lost customers revolve around:

1. The price and value relationship. The customer decides that he has been overpaying the supplier.

2. Terms and conditions of sale. Any concession of value given to one customer and not another, if discovered, will be difficult to explain.

3. Quality. The failure to maintain quality, to keep the product up to competition, and up to date destroys customer faith.

4. Service. Dissatisfaction rises immediately if the service that goes with the transaction, or the post-sales servicing is inefficiently rendered.

5. Improper filling of order.

6. Irritation with salesman. It may be a personality conflict, or it may be insufficient contact or interest on part of the sales representative.

7. Irritation with firm. May arise from improper handling of complaints, adjustments, collections, and etc.

To regain lost customers the following steps are suggested:

1. Learn specifically why the customer stopped buying.

2. Correct the misunderstanding or the source of the difficulty.

3. Face the customer squarely and honestly.

4. Agree with the customer.

5. Make allowances cheerfully.

6. Avoid arguments.

7. Make good with deeds.

The suggested steps are meant primarily for the salesman to follow in regaining lost customers. However, it is to be noted that the salesman is the company and the company should instigate such procedure, if it has not already done so, to insure that relationships with customers are closely watched and zealously preserved.

If the salesman is honest with himself and company, frequently he can lay his finger squarely on the specific reasons why the customer stopped buying. In some cases it is necessary to query the customer as to the reason. Tact is required, but in finding the reason the customer is allowed to give vent to his injury and thus clears the air of misunderstanding and the hurt of indifference.

Once the cause of the misunderstanding or the source of the grievance

is determined steps must be taken to correct the difficulty. Petty grievances easily become major areas of conflict. Frequently the customer is unwilling to listen to an explanation from the regular salesman. In many instances it is desirable for a third party, the sales manager, for example, to assume the role of the pacifier. A higher authority has the added advantage of patronizing the lost customer, he feels more important. No matter who does it, however, a reasonable explanation must be made in a courageous, honest, tactful manner. Speed is essential. The longer the dissatisfaction exists, the harder it is to straighten out.

Experience has taught that it is not wise to force your explanation upon a customer. Successful salesmanship requires that you agree with the customer, if at all possible, and that you not insist he acknowledge any error in his reasoning.

The company and the salesman must meet the lost customer most of the way. Regardless of reason, the lost customer, knowing the invulnerability of his position, expects more, and you will be forced to give more, to regain the business. To question the lost customer's reasons for transferring the business will only lead to argument and further widen the gap between the two organizations. Once the customer sees that he is being listened to and that his suggestion has been accepted, he is not likely to be unreasonable in his demands. If the customer's suggestions are unreasonable, the salesman and the company will have to make a decision as to the worth of the business under the particular circumstances.

Where analysis of company and salesman activities, as well as querying the lost customers, fail to reveal basic reasons for the lost business the salesman has no alternative but to treat the old customer as a new customer. He should follow up the customer just as he would any new customer. Study the customer and his needs and adjust his proposition to the customer's need.

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## BUSINESS PATTERN

**A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.**

**I**N OCTOBER, the index of general business activity in Connecticut is estimated at 13% above normal, remaining unchanged from the preceding month. Moderate declines in the manhour and construction components along with a slight drop in employment were offset by noticeable gains in freight shipments and cotton mill activity. Throughout the past four months the general index has held within one percentage point of its present standing. The United States index of industrial activity rose moderately in October to an estimated 2% above normal. With the exception of slight declines in industrial con-

sumption of electric power and in food production, the seasonally adjusted indexes of the major components increased. The rebound in lumber production following the strike settlement and increased metal activity, especially in steel, contributed largely to the rise.

The index of manhours worked in Connecticut factories is estimated at 9% above normal in October, four percentage points below the previous month. This decrease largely offsets the gain recorded in September and places the manhour index some 24 points under a year ago. During October the average work week for manu-

facturing production workers at 40.4 remained unchanged from September and compared with 42.0 a year ago. Average weekly earnings showed a slight improvement at \$73.57 against \$73.12 last month, but were lower than the \$75.18 of October 1953. Basic hourly earnings inches upward one cent to \$1.76 from last month, and were somewhat higher than the \$1.71 of a year ago.

The index of Connecticut factory employment fell off one percentage point to 11% above normal in October. This indicator has shown an uninterrupted decline from its July 1953 peak which was 17 points above the present level. As in the past two months, actual employment figures reflected a slight increase but not as much as would normally be expected at this season of the year. There are currently 411,000 persons employed in manufacturing concerns throughout the State compared with 408,000 last month and 456,000 in October 1953. Employees in non-manufacturing occupations now number 442,000 against 441,000 in September and 429,000 at this time last year. Unemployment, as measured by the State Department of Labor's report of total



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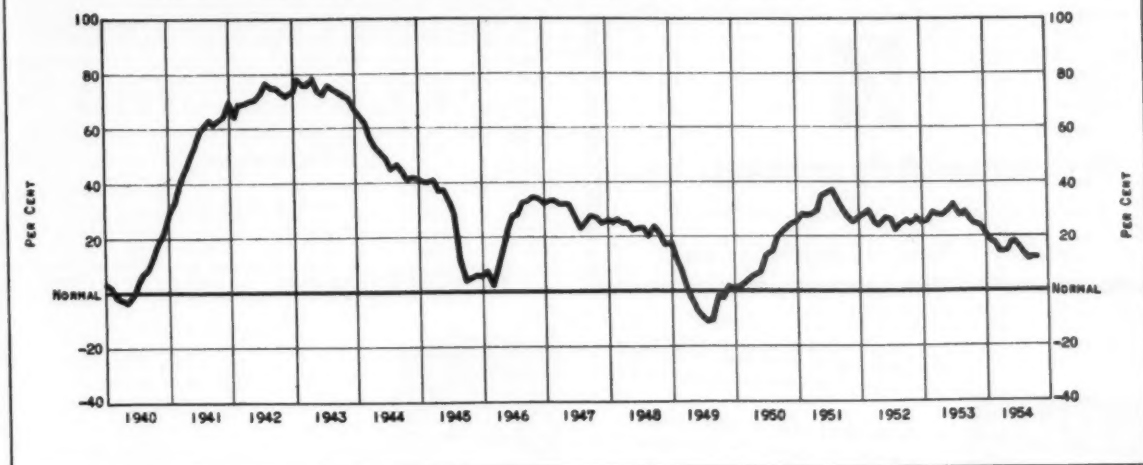
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GENERAL BUSINESS ACTIVITY IN CONNECTICUT COMPARED WITH NORMAL



claimants for unemployment benefits, continues its downward movement of recent months. The 30,000 unemployed, as of the last week in October, represents the lowest number of claimants since January of this year. However, at this time last year there were only 13,000 on the unemployment compensation rolls of this State.

In October, the index of freight shipments originating in eight Connecticut cities advanced seven percentage points to 27% below normal. After experiencing sharp drops in July and August, the index has shown signs of improvement in the past two months. The average for ten months of this year is 29% below normal compared with 6% above normal in the corresponding period of last year.

In October, the index of construction work in progress fell off five percentage points from the all-time high recorded in September to an estimated 152% above normal. The current standing places the construction figure seventy-eight points above the level that obtained at this time last year. During the first nine months of 1954 total awards averaged 3,100,000 square feet per month, compared with 2,200,000 in the corresponding period of 1953. Residential building accounted for 71% and 73% of these totals, respectively. More residential and non-residential construction was started in the first nine months this year than in any previous year. This record level of construction activity has been an important factor in maintaining the favorable position of general business activity in Connecticut.

Since construction activity occurs in the months following the placing of contracts, actual building in progress is continuing at a high level.

The consumers' price index for October is 114.5 (1947-1949=100), the lowest point since June 1953. Throughout that period the index has

remained very stable, fluctuating only fractionally from month to month. The wholesale commodity index for October is 109.7 (1947-1949=100), the lowest since June of last year. This index also has registered only fractional changes since the middle of 1953.



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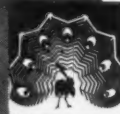
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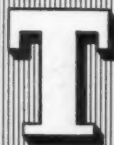
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Newton-New Haven Co 688 Third Avenue	West Haven	<b>Balls</b>		Howard Company (cupola fire clay)	New Haven
Charles Parker Company The	Meriden	Abbott Ball Co The (steel bearing and burnishing)	Hartford	<b>Blower Fans</b>	
Stamford Casting Company Inc (Aluminum, Magnesium and Bronze)	Stamford	Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford	Colonial Blower Company	Plainville
<b>Aluminum Forgings</b>		Kilian Steel Ball Corp The	Hartford	Spencer Turbine Co The	Hartford
Consolidated Industries Inc	West Cheshire	<b>Banbury Mixers</b>		<b>Blower Systems</b>	
Scovill Manufacturing Company	Waterbury 91	Farrel-Birmingham Company Inc	Ansonia	Colonial Blower Company	Plainville
<b>Aluminum Ingots</b>		<b>Barrels</b>		Ripley Co	Middletown
Lapides Metals Corp	New Haven	Abbott Ball Co The (burnishing and tumbling)	Hartford	<b>Blueprints and Photostats</b>	
<b>Aluminum Lests</b>		Hartford-Steel Ball Co The (tumbling)	Hartford	Joseph Merritt & Co	Hartford
United States Rubber Company Shoe Division	Hardware Waterbury	<b>Barrels—Tumbling</b>		<b>Boilers</b>	
<b>Aluminum Paint</b>		Conn Metalcraft Inc	New Haven	Bigelow Co The	New Haven
Baer Brothers	Stamford	<b>Baskets—Wire</b>		<b>Bolts and Nuts</b>	
<b>Aluminum Paste</b>		Rolock Inc	Fairfield	Blake & Johnson Co The (nuts machine screw-bolts, stove)	Waterville
Baer Brothers	Stamford	<b>Bathroom Accessories</b>		Clark Brothers Bolt Co	Milldale
		Autoyre Company The	Oakville	<b>Bonderizing</b>	
		Charles Parker Co The	Meriden	Clairglow Mfg Company	Portland (Adv.)

# IT'S MADE IN CONNECTICUT

<b>Bottle Openers</b>		<b>Brass Mill Products</b>		<b>Cages</b>	
Scoville Mfg Co (steel, anodized)	aluminum)	American Brass Company The	Waterbury	Andrew B Hendryx Co The (bird and animal)	New Haven
	Waterbury	Bridgeport Brass Co	Bridgeport		
<b>Box Board</b>		Chase Brass & Copper Co	Waterbury	<b>Cams</b>	
Lydall & Foulds Paper Co The	Manchester	Plume & Atwood Mfg Co The	Thomaston	American Cam Company Inc	Hartford
National Folding Box Co Inc	New Haven	Scovill Manufacturing Company	Waterbury 91	Hartford Special Machinery Co The	Hartford
Robertson Paper Box Co	Montville	Western Brass Mills Division of	Olin Industries Inc	Rowbottom Machine Company Inc	Waterbury
Gair Company Inc Robert	Montville				
New Haven Board and Carton Co The	New Haven				
<b>Boxes</b>		<b>Brick-Building</b>		<b>Canvas Products</b>	
Claireglow Mfg Company (metal)	Portland	Donnelly Brick Co The	New Britain	F B Skiff Inc	Hartford
Connecticut Container Corporation	New Haven				
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland	<b>Bricks—Fire</b>		<b>Capacitors</b>	
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham	Howard Company	New Haven	Electro Motive Mfg Co Inc The (mica & trimmer)	Willimantic
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter, Setup)	Bridgeport	Mullite Refractories Co The	Shelton		
<b>Boxes and Crates</b>		<b>Bright Wire Goods</b>		<b>Card Clothing</b>	
City Lumber Co of Bridgeport Inc The	Bridgeport	Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven	Standard Card Clothing Co The (for textile mills)	Stafford Springs
Wallingford Planing Mill Co Inc	Yalesville				
<b>Boxes—Metal</b>		<b>Broaching</b>		<b>Carpenter's Tools</b>	
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham	Hartford Special Machinery Co The	Hartford	Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven
<b>Boxes—Paper—Folding</b>		<b>Brone &amp; Aluminum Castings</b>		<b>Carpet</b>	
Atlantic Carton Corp	Norwich	Charles Parker Co	Meriden	B F Goodrich Sponge Products Division	Shelton
Bridgeport Paper Box Co	Bridgeport	Knapp Foundry Company Inc (rough or machined)	Guilford	<b>Carpet Cushion</b>	
Carpenter-Hayes Paper Box Co Inc The	East Hampton			B F Goodrich Sponge Products Division	Shelton
Curtis & Sons Inc S	Sandy Hook	<b>Bronze Powders</b>		<b>Carpets and Rugs</b>	
Dowd Carton Co M S	Groton	Baer Brothers	Stamford	Bigelow-Sanford Carpet Co	Thompsonville
Folding Cartons Incorporated (paper, folding)	Versailles	<b>Brooms—Brushes</b>			
Gair Company Inc Robert	Montville	Fuller Brush Co The	Hartford		
H J Mills Inc	Bristol			<b>Casters</b>	
National Folding Box Co Inc (paper folding)	New Haven	B Schwanda & Sons	Staffordville	Bassick Company The (Industrial and General)	Bridgeport
New Haven Board and Carton Co The	New Haven	G E Prentice Mfg Co The	Kensington		
Robertson Paper Box Co	Bridgeport	Hawie Mfg Co The	Bridgeport	<b>Casters—Industrial</b>	
Warner Bros Co The	Bridgeport	John M Russell Mfg Co Inc	Naugatuck	George P Clark Co	Windsor Locks
		North & Judd Manufacturing Co	New Britain		
		Patent Button Co The	Waterbury	<b>Castings</b>	
		United States Rubber Company	Shoe Hardware Division	Connecticut Foundry Co (grey iron)	Rocky Hill
				Connecticut Malleable Castings Co (malleable iron castings)	New Haven
		<b>Buffing &amp; Polishing Compositions</b>		Consolidated Industries Inc	West Cheshire
		Apothecaries Hall Co	Waterbury	Charles Parker Company The (brass, bronze, aluminum)	Meriden
		Lea Mfg Co	Waterbury	Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck
		<b>Buffing Wheels</b>		Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel)	Ansonia
		Williamsville Buff Div The	Bullard Clark Danielson	Gillette-Vibber The (grey iron, brass, bronze, aluminum, also Bronze Bushing Stocks)	New London
				Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
		<b>Burners</b>		Malleable Iron Fittings Co (malleable iron and steel)	Branford
		Plume & Atwood Mfg Co The (kerosene oil lighting)	Waterbury	McLagon Foundry Co (grey iron)	New Haven
		<b>Burners—Automatic</b>		Meyer Iron and Brass Foundry Inc (grey iron)	Shelton
		Peabody Engineering Corporation	Stamford	Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
		<b>Burners—Coal and Oil</b>		Philbrick-Booth & Spencer Inc (grey iron)	Hartford
		Peabody Engineering Corporation (Combined)	Stamford	Product Machine Company The (Brass & Bronze)	Bridgeport
		<b>Burners—Gas</b>		Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
		Peabody Engineering Corporation (Blast Furnace)	Stamford	Stamford Casting Company Inc (Aluminum, Magnesium and Bronze)	Stamford
		<b>Burners—Gas and Oil</b>		Turner & Seymour Mfg Co The (gray iron, semi steel and alloy)	Torrington
		Peabody Engineering Corporation (Combined)	Stamford	Union Mfg Co (grey iron & semi steel)	New Britain
		<b>Burners—Refinery</b>		Waterbury Foundry Company The (highway & sash weights)	Waterbury
		Peabody Engineering Corporation (For Gas and Oil)	Stamford	Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown
		<b>Burnishing</b>			
		Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Hartford	<b>Castings—Investment</b>	
		<b>Burs</b>		Arwood Precision Casting Corp	Groton
		Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford		
		<b>Busways</b>		<b>Cements—Refractory</b>	
		Distribution Assemblies Department, General Electric Co	Plainville	Mullite Refractory Co The	Shelton
		<b>Buttons</b>			
		B Schwanda & Sons	Staffordville	<b>Chain</b>	
		Frank Farizek Manufacturing Co The	Putnam	John M. Russell Mfg Co Inc	Naugatuck
		Patent Button Co The	Waterbury	Turner & Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington
		Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91		
		Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury	<b>Chain—Power Transmission and Conveying</b>	
		<b>Cabinets</b>		Whitney Chain Company	Hartford
		Charles Parker Co The (medicine)	Meriden		
		<b>Cabinet Work</b>		<b>Chain—Welded and Weldless</b>	
		Hartford Builders Finish Co	Hartford	Round Chain Div. Republic Steel Corp.	Bridgeport
		<b>Cable—Asbestos Insulated</b>			
		Rockbestos Products Corp	New Haven	<b>Chain—Bead</b>	
		<b>Cable—BX Armored</b>		Auto-Swage Products Inc	Shelton
		General Electric Company	Bridgeport	Bead Chain Mfg Co The	Bridgeport
		<b>Cable—Nonmetallic Sheathed</b>			
		General Electric Company	Bridgeport	<b>Chairs</b>	
		<b>Cable—Service Entrance</b>		The Hitchcock Chair Company	Riverton (Advt.)
		General Electric Company	Bridgeport		



# IT'S MADE IN CONNECTICUT

<b>Chemical Manufacturing</b>		<b>Concrete Products</b>		<b>Cotton Yarn</b>	
Carwin Company The	North Haven	Plasticrete Corp	Hamden	Floyd Cranska Co The	Moosup
<b>Chemicals</b>		<b>Cones</b>		<b>Counting Devices</b>	
American Cyanamid Company	Waterbury	Sonoco Products Co (Climax-Lowell Div)	Mystic	Veeder-Root Inc	Hartford
Apothecaries Hall Co	Waterbury	<b>Consulting Engineers</b>		<b>Couplings—Self-Sealing</b>	
Carwin Company The	North Haven	Stanley P Rockwell Co Inc The	(Consulting) Hartford	Sperry Products Inc	Danbury
Macalaster Bicknell Company	New Haven	<b>Continuous Mill Gages</b>		<b>Cranes and Conveyors</b>	
MacDermid Incorporated	Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	I-B Engineering Sales Co	New Haven
Naugatuck Chemical Division	United States	<b>Contract Machining</b>		<b>Crushers</b>	
Rubber Co	Naugatuck	Malleable Iron Fittings Company	Branford	Farrel-Birmingham Company Inc	(Stone and Ansonia)
New England Lime Company	Canaan	Charles Parker Co	Meriden	<b>Cups—Paper</b>	
Pfizer & Co Inc Chas	Groton	<b>Contract Manufacturers</b>		American Paper Goods Company The	("Puritan") Kensington
<b>Chemicals—Agriculture</b>		Greist Mfg Co The (metal parts and assemblies)	New Haven	<b>Cushioning for Packaging</b>	
Naugatuck Chemical Division	United States	503 Blake St	New Haven	B F Goodrich Sponge Products Division	Shelton
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham	Gilman Brothers Co The	Gilman
<b>Christmas Light Clips</b>		Charles Parker Co (sheet metal fabricators)	Meriden	<b>Cut Stone</b>	
Foursome Manufacturing Co	Bristol	Plume & Atwood Mfg Co The (metal parts & assemblies)	Waterbury	Dextone Co The	New Haven
<b>Chromium Plating</b>		Scovill Manufacturing Company (metal parts and assemblies)	Waterbury 91	<b>Cutters</b>	
Chromium Corp of America	Waterbury	J H Sessions & Son	Bristol	Barnes Tool Company The (pipe cutters, hand)	New Haven
Chromium Process Company The	Shelton	<b>Controllers</b>		Mitrametric Co The (ground pinion)	Torrington
City Plating Works Inc	Bridgeport	Bristol Company The	Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	(Milling Cutters all types) West Hartford
<b>Chucks</b>		Manning Maxwell & Moore Inc	Stratford	<b>Decorative Plating and Polishing</b>	
Cushman Chuck Co The	Hartford	<b>Controls—Remote</b>		City Plating Works Inc	Bridgeport
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Panish Controls (Remote Controls for Marine & Aeronautic Applications)	Bridgeport	<b>Deep Drawings</b>	
Jacobs Manufacturing Co The	New Britain	<b>Conveyor Systems</b>		Stanley Pressed Metal	New Britain
<b>Chucks—Drill</b>		Leads Electric & Mfg Co The	East Haven	<b>Delayed Action Mechanism</b>	
Jacobs Manufacturing Co The	West Hartford	Production Equipment Co	Meriden	M H Rhodes Inc	Hartford
<b>Chucks &amp; Face Plate Jaws</b>		<b>Copper</b>		R W Cramer Company Inc The	Centerbrook
Cushman Chuck Co The	Hartford	American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	<b>Demineralizers</b>	
Union Mfg Co	New Britain	Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	Crystal Research Laboratories	Hartford
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Bristol Brass Corp The (steel)	Bristol	<b>Diamonds—Industrial</b>	
<b>Chucks—Power Operated</b>		Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	Diamond Tool and Die Works	Hartford
Cushman Chuck Co The	Hartford	Thinsheet Metals Co The (sheets and rolls)	Waterbury	<b>Dictating Machines</b>	
Union Manufacturing Company	New Britain	Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven	Dictaphone Corporation	Bridgeport
<b>Circuit Breakers</b>		<b>Copper Castings</b>		Gray Manufacturing Company The	Hartford
Trumbull Components Department, General Electric Co	Plainville	Knapp Foundry Company Inc	Guilford	Soundacrib Corporation The	New Haven
<b>Clay</b>		<b>Copper Sheets</b>		<b>Die Castings</b>	
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	American Brass Company The	Waterbury	Newton-New Haven Co Inc	New Haven
<b>Cleaning Compounds</b>		New Haven Copper Co The	Seymour	<b>Die Casting Dies</b>	
Enthone Inc (Industrial)	New Haven	<b>Copper Shingles</b>		ABA Tool & Die Co	Manchester
<b>Cleaning Compounds</b>		New Haven Copper Co The	Seymour	Parker Stamp Works Co The	Hartford
MacDermid Incorporated	Waterbury	<b>Copper Water Tube</b>		Weimann Bros Mfg Co The	Derby
<b>Clock Mechanisms</b>		American Brass Company The	Waterbury	Eastern Machine Screw Corp The	Truman & Barclay Sts New Haven
Lux Clock Mfg Co The	Waterbury	Bridgeport Brass Co	Bridgeport	<b>Die Heads—Self Opening</b>	
<b>Clocks</b>		General Electric Company	Bridgeport	Eastern Machine Screw Corp The	New Haven
E Ingraham Co The	Bristol	<b>Cords—Asbestos</b>		<b>Die Polishing Machinery</b>	
Seth Thomas Clocks	Thomaston	General Electric Company	Bridgeport	Hartford Special Machinery Co The	Hartford
United States Time Corporation The	Waterbury	<b>Cords—Braid</b>		<b>Die Sets</b>	
<b>Clocks—Alarm</b>		General Electric Company	Bridgeport	Pratt & Whitney Div Niles-Bement-Pond Co	(Precision) West Hartford
Lux Clock Mfg Co The	Waterbury	<b>Cords—Heater</b>		Producto Machine Company The	Bridgeport
<b>Clocks—Automatic Cooking</b>		General Electric Company	Bridgeport	Union Mfg Co (precision, steel and semi-steel)	New Britain
Lux Clock Mfg Co The	Waterbury	<b>Cords—Portable</b>		<b>Dies</b>	
<b>Clutches</b>		General Electric Company	Bridgeport	Hoggson & Pettis Mfg Co The	141 Brewery St New Haven
Snow-Nabstedt Gear Corp The	New Haven	<b>Cord Sets</b>		Mitrametric Co The (ground for gears)	Torrington
<b>Clutch Facings</b>		Seeger-Williams Inc	Bridgeport	Parker Stamp Works Inc The (plastics and die castings)	Hartford
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport	<b>Cord Sets—Electric</b>		Pratt & Whitney Div Niles-Bement-Pond Co	(Monocoone and Ducone Dies) West Hartford
Russell Mfg Co The	Middletown	General Electric Company	Bridgeport	<b>Die Sinkers</b>	
<b>Coils</b>		<b>Cork Cots</b>		Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Dano Electric Company	Winsted	Sonoco Products Co (Climax-Lowell Div)	Mystic	<b>Dies and Die Sinking</b>	
<b>Coils—Electric</b>		<b>Corrugated Box Manufacturers</b>		Consolidated Industries	West Cheshire
Bittermann Electric Company	Canaan	Connecticut Container Corporation	New Haven	<b>Dish Drying Machines</b>	
<b>Coils—Pipe or Tube</b>		Corrugated Containers Inc	Hartford	Colt's Manufacturing Company	Hartford
National Pipe Bending Co The	160 River St New Haven	<b>Corrugated Shipping Cases</b>		<b>Dish Washing Machines</b>	
Whitlock Manufacturing Co The	Hartford	Connecticut Container Corporation	New Haven	Colt's Manufacturing Company	Hartford
<b>Commercial Heat Treating</b>		Connecticut Corrugated Box Div Robert Gair Co Inc	Fortland	<b>Displays—Metal</b>	
A F Holden Company The	52 Richard St West Haven	D L & D Container Corp	87 Shelton Ave New Haven	Merriam Mfg Co (Contract Work to Individual Specifications)	Durham
<b>Commercial Truck Bodies</b>		<b>Cosmetic Containers</b>		<b>Distribution Centers</b>	
Metropolitan Body Company	Bridgeport	Evelet Specialty Co The	Waterbury	Distribution Assemblies Department, General Electric Co	Plainville (Advt.)
<b>Comparators</b>		Plume & Atwood Mfg Co The (metal)	Waterbury		
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	<b>Cosmetics</b>			
(Electro-limit and Air-O-Limit)		J B Williams Co The	Glastonbury		
<b>Compressors</b>		<b>Cotton and Asbestos Wicking</b>			
Norwalk Company Inc (high pressure air and gas)	South Norwalk	Bland Burner Co The	Hartford		

# IT'S MADE IN CONNECTICUT

<b>Door Closers</b>		<b>Electric Timers</b>		<b>Envelopes—Stock and Special</b>	
Sargent & Company	New Haven	Sessions Clock Co The	Forestville	American Paper Goods Company The	Kensington
Yale & Towne Mfg Co The	Stamford				
<b>Dowel Pins</b>		<b>Electric Timing Motors</b>		<b>Extractors—Tap</b>	
Allen Manufacturing Co The	Hartford	Sessions Clock Co The (small)	Forestville	Walton Company The	West Hartford
Holo-Krome Screw Corp The	West Hartford				
<b>Drafting Accessories</b>		<b>Electric Wire</b>		<b>Eyelets</b>	
Joseph Merritt & Co	Hartford	General Electric Company	Bridgeport	American Brass Company The	Waterbury
		Rockbestos Products Corp (asbestos insulated)	New Haven	Platt Bros & Co The P O Box 1030	Waterbury
<b>Drilling Machines</b>		<b>Electric Wiring Devices</b>		Plume & Atwood Mfg Co The	Waterbury
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Arrow-Hart & Hegeman Electric Co The	Hartford	Scovill Manufacturing Company	Waterbury 91
(Deep Hole)		General Electric Company	Bridgeport		
<b>Drilling and Tapping Machinery</b>		<b>Electrical Circuit Breakers</b>		<b>Eylets, Ferrules and Wiring Terminals</b>	
Hartford Special Machinery Co The	Hartford	Federal Electric Products Co Inc	Hartford	American Brass Company The	Waterbury
<b>Drop Forgings</b>		<b>Electrical Conduit Fittings &amp; Grounding Specialties</b>		<b>Eylet Machine Products</b>	
Atwater Mfg Co	Plantsville	Gillette-Vibber Company The	New London	American Brass Company The	Waterbury
Blakeslee Forging Company The	Plantsville			Ball & Socket Mfg Co The	West Cheshire
Capewell Mfg Company	Hartford			Plume & Atwood Mfg Co	Waterbury
Consolidated Industries	West Cheshire				
Wilcox Crittenden & Co Inc	Middletown			<b>Fancy Dress Buttons and Buckles</b>	
				Waterbury Companies Inc	Waterbury
<b>Druggists' Rubber Sundries</b>		<b>Electrical Control Apparatus</b>		<b>Fans—Electric</b>	
Seamless Rubber Company The	New Haven	Federal Electric Products Co Inc	Hartford	General Electric Company	Bridgeport
		Plainville Electrical Products Co The	Plainville		
<b>Duplicating Machines—Automatic</b>		<b>Electrical Goods</b>		<b>Fasteners—Slide &amp; Snap</b>	
Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	A C Gilbert Co	New Haven	G E Prentice Mfg Co The	Kensington
				Scovill Manufacturing Company (snap and slide fasteners)	Waterbury 91
<b>Electric Cables</b>		<b>Electrical Motors</b>		<b>Felt</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven	U S Electrical Motors Inc	Milford	Auburn Manufacturing Company The (mechanical, cut parts)	Middletown
				Drycor Felt Company (paper makers and industrial)	Staffordville
<b>Electric Clocks</b>		<b>Electrical Outlet and Switch Boxes, and Covers</b>		<b>Felt—All Purpose</b>	
Sessions Clock Co The (alarm, kitchen, occasional and office)	Forestville	General Electric Company	Bridgeport	American Felt Co (Mill & Cutting Plant)	Glenville
		Bristol Co The	Waterbury	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville
<b>Electric—Commutators &amp; Segments</b>		<b>Electrical Recorders</b>		<b>Fenders—Boat</b>	
Cameron Elec Mfg Co The (rewinding motors)	Ansonia			B F Goodrich Sponge Products Division	Shelton
		Allied Control Co	Plantsville		
<b>Electric Cord Springs</b>		<b>Electrical Relays and Controls</b>		<b>Fibre Board</b>	
Bristol Spring Manufacturing Co	Plainville			Case Brothers Inc	Manchester
		Plainville Electrical Products Co The	Plainville	C H Norton Co The	North Westchester
<b>Electric Cords</b>		<b>Electrical Switchboards</b>		Stevens Paper Mills Inc The	Windsor
General Electric Company	Bridgeport	Wiremold Co The	Hartford		
Rockbestos Products Corp (asbestos insulated)	New Haven			<b>Finger Nail Clippers</b>	
				H C Cook Co The	32 Beaver St Ansonia
<b>Electric Fixture Wire</b>		<b>Electronics</b>		<b>File Cards</b>	
General Electric Company	Bridgeport	Gray Manufacturing Company The	Hartford	Standard Card Clothing Co The	Stafford Springs
Rockbestos Products Corp (asbestosinsulated)	New Haven	Ripley Co	Middletown		
		Sturup Larrabee & Warmers Inc	Middletown	<b>Films</b>	
<b>Electric Hand Irons</b>		<b>Electroplating</b>		Cine-Video Productions Inc	Milford
Winsted Hardware Mfg Co (trade mark "Durability")	Winsted	National Sherardizing & Machine Co	Hartford		
		Waterbury Plating Company	Waterbury	<b>Firearms</b>	
<b>Electric Heating Elements</b>		<b>Electroplating—Equipment &amp; Supplies</b>		Colt's Manufacturing Company	Hartford
Hartford Element Co	Hartford	Enthone Inc	New Haven	Marlin Firearms Co The	New Haven
		Lea Manufacturing Co The	Waterbury	O F Mosberg & Sons Inc	New Haven
		MacDermid Incorporated	Waterbury	Remington Arms Company Inc	Bridgeport
<b>Electric Insulation</b>		<b>Electroplating Processes &amp; Supplies</b>		Winchester Repeating Arms Company Division	New Haven
Case Brothers Inc	Manchester	Enthone Inc	New Haven	Olin Industries Inc	New Haven
Stevens Paper Mills Inc The	Windsor	United Chromium Incorporated	Waterbury		
<b>Electric Lighting Fixtures</b>		<b>Electrotypes</b>		<b>Fire Hose</b>	
Fan-Craft Mfg Co (residential, church, post lanterns)	Plainville	Barnum-Hayward Electrotype Co Inc	New Haven	Fabrics Fire Hose (municipal and industrial)	Sandy Hook
Plume & Atwood Mfg Co The	Waterbury	Lockwood Sons Inc Wm H	Hartford		
Wasley Products Inc	Plainville	New Haven Electrotype Div	New Haven	<b>Fireplace Goods</b>	
		Corp		American Windshield & Specialty Co The	Milford
<b>Electric Motor Controls</b>		<b>Elevators</b>		881 Boston Post Road	Chapel
Arrow-Hart & Hegeman Electric Co The	Hartford	Eastern Machinery Co The (passenger and freight)	New Haven	John P Smith Co The (screens)	423-33 New Haven
		General Elevator Service Co	Hartford		
<b>Electrical Outlet and Switch Boxes, and Covers</b>		<b>Enameling</b>		<b>Fireproof Floor Joists</b>	
General Electric Company	Bridgeport	Conn Metal Finishing Co	Hamden	Dextone Co The	New Haven
		Waterbury Plating Company	Waterbury		
<b>Electric Panel Boards</b>		<b>Enameling and Finishing</b>		<b>Fireworks</b>	
Federal Electric Products Co Inc	Hartford	Clairglow Mfg Co	Portland	M Backes' Sons Inc	Wallingford
<b>Electric Safety Switches</b>		<b>Enamels</b>		<b>Fishing Tackle</b>	
Federal Electric Products Co Inc	Hartford	Baer Brothers	Stamford	Revin-Wilcox Line Co The (lines)	East Hampton
				H C Cook Co The 32 Beaver St	Ansonia
<b>Electric Shavers</b>		<b>End Milling Cutters</b>		<b>Flashlights</b>	
Schick Incorporated	Stamford	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Bond Electric Corporation Division of Olin Industries Inc	New Haven
<b>Electric Signs</b>		<b>Engines</b>		Rridgeport Metal Goods Mfg Co	Bridgeport
Berger Sign Co	Hartford	Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)	East Hartford	Winchester Repeating Arms Company Division	New Haven
United Advertising Corp	New Haven	Wolverine Motor Works Inc (diesel stationary marine)	Bridgeport	Olin Industries Inc	New Haven
<b>Electric Switches</b>		<b>Envelopes</b>		<b>Flat Springs</b>	
Arrow-Hart & Hegeman Electric Co The	Hartford	Curtis 1000 Inc	Hartford	Bristol Spring Manufacturing Co	Plainville
General Electric Company	Bridgeport	United States Envelope Company	Hartford		
		Hartford Division		<b>Flexible Shaft Machines</b>	
<b>Electric Time Controls</b>				Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford (Advt.)
R W Cramer Company Inc The	Centerbrook				

# IT'S MADE IN CONNECTICUT

**Floor & Ceiling Plates**  
Beaton & Cadwell Mfg Co The New Britain

**Fluorescent Lighting Equipment**  
Fullerton Manufacturing Corp Norwalk  
Vanderman Manufacturing Co The Willimantic  
Wiremold Company The Hartford

**Foam Rubber**  
B F Goodrich Sponge Products Division Shelton

**Forgings**  
Clark Brothers Bolt Co Milldale  
Consolidated Industries Inc West Cheshire  
Heppenstall Co (all kinds and shapes) Bridgeport

Scovill Manufacturing Company (Non-ferrous) Waterbury 91

**Foundries**  
Connecticut Malleable Castings Co (malleable iron castings) New Haven  
Farrel-Birmingham Company Inc (Iron and Steel) Ansonia  
Charles Parker Company The (iron, brass, bronze, aluminum) Meriden  
Plainville Casting Company (gray, alloy and high tensile irons) Plainville  
Producto Machine Company The Bridgeport  
Stamford Casting Company Inc (Aluminum, Magnesium and Bronze) Stamford  
Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington  
Union Mfg Co (gray iron & semi steel) New Britain  
Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze) Middletown

**Fountain Pens and Mechanical Pencils**  
Waterman Pen Company Inc Seymour

**Foundry Riddles**  
John P Smith Co The 423-33 Chapel St New Haven

**Fuel Oil Pump and Heater Sets**  
Peabody Engineering Corporation Stamford

**Furnaces**  
Norwalk Airconditioning Corp The (warm air oil fired) South Norwalk

**Furnace Linings**  
Mullite Refractories Co The (refractories, super refractories) Shelton

**Fuses—Plug and Cartridge**  
General Electric Company Bridgeport

**Gage Blocks**  
Pratt & Whitney Div Niles-Bement-Pond Co (Alloy steel and Carbide, Hoke and USA) West Hartford

**Galvanizing**  
Malleable Iron Fittings Co Branford  
Wilcox Crittenden & Co Inc Middletown

**Galvanizing & Electrical Plating**  
Gillette-Vibber Co The New London

**Gaskets**  
Auburn Manufacturing Company The (from all materials) Middletown  
Raybestos Division of Raybestos-Manhattan Inc Bridgeport  
Tsingris Die Cutting Corp (from all materials) Waterbury

**Gas Range Conversion Burner**  
Holyoke Heater Corp of Conn Inc Hartford

**Gas Scrubbers, Coolers and Absorbers**  
Peabody Engineering Corporation Stamford

**Gauges**  
Bristol Co The (pressure and vacuum—recording automatic control) Waterbury  
Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum) Bridgeport

Manning Maxwell & Moore Inc Stratford  
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measurement all types) West Hartford

**Gears**  
Mitrametric Co The (blanked fine pitch) Torrington

**Gears and Gear Cutting**  
Farrel-Birmingham Company Inc Ansonia  
Hartford Special Machinery Co The Hartford

**Glass Blowing**  
Macalaster Bicknell Company New Haven

**Glass Cutters**  
Fletcher-Terry Co The Forestville

**Golf Equipment**  
Horton Mfg Co The (clubs, shafts, balls, bags) Bristol

**Greeting Cards**  
A D Steinbach & Sons Inc New Haven

**Grinding**  
Farrel-Birmingham Company Inc (Roll and Cylindrical) Ansonia  
Hartford Special Machinery Co The (gears, threads cams and splines) Hartford  
Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and external) 19 Staples St Bridgeport

**Grinding Heads—Internal**  
Pratt & Whitney Div Niles-Bement-Pond Co (Pneumatic, High Speed) West Hartford

**Grinding Machines**  
Farrel-Birmingham Company Inc (Roll) Ansonia  
Pratt & Whitney Div Niles-Bement-Pond Co (Surface, Die, Gear and Cutter Grinders) West Hartford  
Rowbottom Machine Company Inc (cam) Waterbury

**Grommets**  
American Brass Company The Waterbury  
Plume & Atwood Mfg Co The Waterbury

**Guards for Machinery**  
Wheeler Co The G E New Haven

**Hack and Band Saw Blades**  
Capewell Manufacturing Co The Hartford

**Hand Tools**  
Bridgeport Hdwe Mfg Corp The (nail pullers, scout axes, box opening tools, trowels, coping saws, putty knives) Bridgeport

**Hard Chrome**  
City Plating Works Inc Bridgeport

**Hardness Testers**  
Wilson Mechanical Instrument Div American Chain & Cable Company Inc Bridgeport

**Hardware**  
Bassick Company The (Automotive) Bridgeport  
Harloc Products Corp New Haven  
Sargent & Company New Haven  
Wilcox Crittenden & Co Inc (marine heavy and industrial) Middletown  
Yale & Towne Mfg Co The Stamford

**Hardware—Marine & Bus**  
Rostand Mfg Co The Milford

**Hardware—Trailer Cabinet**  
Excelsior Hardware Co The Stamford

**Hardware, Trunk & Luggage**  
Corbin Cabinet Lock Div American Hardware Corp New Britain  
J H Sessions & Son Bristol  
Yale & Towne Mfg Co The Stamford

**Hat Machinery**  
Doran Bros Inc Danbury

**Health Surgical & Orthopedic Supports**  
Berger Brothers Company The (custom made for back, breast, and abdomen) New Haven

**Heat Exchangers**  
Whitlock Manufacturing Co The Hartford

**Heat Elements**  
Safeway Heat Elements Inc (woven wire resistance type) Middletown

**Heat Treating**  
A F Holden Co The 52 Richard St West Haven  
Bennett Metal Treating Co The Elmwood  
1045 New Britain Ave  
New Britain-Gridley Machine Division  
The New Britain Machine Co New Britain  
Stanley P Rockwell Co Inc The 296 Homestead Ave Hartford

**Heat-Treating Equipment**  
Autoyre Company The Oakville  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
A F Holden Company The 52 Richard Street West Haven (Main Plant)  
Bauer & Company Inc Hartford  
Rolock Inc (Retorts, Muffles, etc.) Fairfield  
Stanley P Rockwell Co Inc The (commercial) 296 Homestead Ave Hartford

**Heat Treating Fixtures**  
Rolock Inc (Trays, Baskets, etc.) Fairfield  
Wiretex Mfg Co Inc Bridgeport

**Heat Treating Salts and Compounds**  
A F Holden Company The 52 Richard Street West Haven  
Mitchell-Bradford Chemical Co Bridgeport

**Heating and Cooling Coils**  
G & O Manufacturing Co New Haven

**Heating Elements**  
Hartford Element Co Hartford

**Heavy Chemicals**  
Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil) Naugatuck

**Hex-Socket Screws**  
Bristol Company The Waterbury  
Holo-Krome Screw Corp The West Hartford

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Homer D Bronson Company Beacon Falls

**Hobs and Hobbings**  
ABA Tool & Die Co Manchester  
Pratt & Whitney Div Niles-Bement-Pond Co (Die and Thread Milling) West Hartford

**Hoists**  
J-B Engineering Sales Co New Haven

**Hoists and Trolleys**  
Union Mfg Company New Britain

**Home Laundry Equipment**  
General Electric Company Bridgeport

**Hose—Flexible Metallic**  
American Brass Co  
American Metal Hose Branch Waterbury

**Hose Supporter Trimmings**  
Hawie Mfg Co The (So-Lo Grip Tabs) Bridgeport

**Hospital Signal Systems**  
Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc Meriden

**Hydraulic Brake Fluids**  
Eis Manufacturing Co Middletown

**Hydraulic Controls**  
Sperry Products Inc Danbury

**Hypodermic Needles**  
Roehr Products Company Waterbury

**Ice Buckets**  
B F Goodrich Sponge Products Division Shelton

**Inductors**  
C G S Laboratories Inc Stamford

**Industrial Finishes**  
Atlas Powder Co Zapon Div Stamford  
Chemical Coatings Corporation Rocky Hill  
United Chromium Incorporated Waterbury

**Industrial Tools—Powder Actuated**  
Remington Arms Company Inc Bridgeport

**Infra-Red Equipment**  
Leeds Electric and Mfg Co The Hartford

**Inks**  
Waterman Pen Company Inc Seymour

**Insecticides**  
American Cyanamid Company Waterbury

**Insecticide Bomb**  
Bridgeport Brass Company (Aer-a-sol) Bridgeport

**Insulated Wire & Cable**  
General Electric Company Bridgeport  
Kerite Company The Seymour

**Insulated Wire & Cable Machinery**  
Davis Electric Company Wallingford

**Instruments**  
Bristol Company The Waterbury  
J-P-T Instruments Inc (Electrical and Temperature) New Haven  
Manning Maxwell & Moore Inc Stratford  
Pratt & Whitney Div Niles-Bement-Pond Co (Precision Measuring) West Hartford

**Insulation**  
Gilman Brothers Co The Gilman (Advt.)



# IT'S MADE IN CONNECTICUT

**Inter-Communications Equipment**  
Conn Telephone & Electric Corp Subsidiary of  
Great American Industries Inc Meriden

**Interval Timers**  
Lux Clock Manufacturing Company Waterbury  
Rhodes Inc M H Hartford

**Ironing Machines—Electric**  
General Electric Company Bridgeport

**Jacquard**  
Case Brothers Inc Manchester

**Japanning**  
J H Sessions & Son Bristol

**Jig Borer**  
Moore Special Tool Co (Moore) Bridgeport  
Pratt & Whitney Div Niles-Bement-Pond Co  
West Hartford

**Jig Grinder**  
Moore Special Tool Co (Moore) Bridgeport

**Keller Machines**  
Pratt & Whitney Div Niles-Bement-Pond Co  
West Hartford

**Key Blanks**  
Sargent & Company New Haven  
Yale & Towne Mfg Co The Stamford

**Labels**  
I & J Cash Inc (Woven) South Norwalk  
Naugatuck Chemical Division United States  
Rubber Co (for rubber articles) Naugatuck

**Label Moisteners**  
Better Packages Inc Shelton  
Laboratory Equipment Eastern Industries Inc New Haven

**Laboratory Supplies**  
Macalaster Bicknell Company New Haven

**Laces**  
American Fabrics Company The Bridgeport  
Wilcox Lace Corporation The Middletown

**Laces and Nettings**  
Wilcox Lace Corporation The Middletown

**Lacquers & Synthetic Enamels**  
Atlas Powder Co Zapon Div Stamford  
Baer Brothers Stamford  
Chemical Coatings Corporation Rocky Hill  
United Chromium Incorporated Waterbury

**Ladders**  
A W Flint Co 196 Chapel St New Haven

**Lamps**  
Plume & Atwood Mfg Co The (metal oil) Waterbury

**Lampholders—Incandescent and Fluorescent**  
General Electric Company Bridgeport

**Lamp Shades**  
Verplex Company The Essex

**Lathes—Contin-U-Matic**  
Bullard Company The (vertical multi-spindle-continuous turning type) Bridgeport

**Lathes—30H Man-Au-Trol**  
Bullard Company The (horizontal 3 spindle) Bridgeport

**Lathes—Mult-Au-Matic**  
Bullard Company The (vertical multi-spindle-indexing type) Bridgeport

**Lathes—Toolroom and Automatic**  
Pratt & Whitney Div Niles-Bement-Pond Co  
West Hartford

**Lathes—Vertical Turret**  
Bullard Company The (single spindle) Bridgeport

**Laundry Roll Covers**  
Atlas Powder Co Zapon Div Stamford

**Lead Plating**  
Christie Plating Co The Groton

**Leather**  
Herman Roser & Sons Inc (Genuine Pigskin) Glastonbury

**Leather Dog Furnishings**  
Andrew B Hendryx Co The New Haven  
The Smith-Worthington Saddlery Co Hartford

**Leather Goods Trimmings**  
G E Prentice Mfg Co The Kensington

**Leather, Mechanical**  
Auburn Manufacturing Company The (pack-ings, cubs, washers, etc) Middletown

**Letterheads**  
Lehman Brothers Inc (designers, engravers, lithographers) New Haven

**Lighting Accessories—Fluorescent**  
General Electric Company Bridgeport

**Lighting Equipment**  
Fullerton Manufacturing Corp Norwalk  
Miller Co The (Miller, Duplexalite, Ivanhoe) Meriden

**Lime**  
New England Lime Company Canaan

**Lipstick Containers**  
Bridgeport Metal Goods Mfg Co Bridgeport  
Plume & Atwood Manufacturing Co Waterbury

**Lithographers**  
O'Toole & Sons Inc T Stamford

**Lithographing**  
Kellogg & Bulkeley A Division of Connecticut  
Printers Inc Hartford  
Lehman Brothers Inc New Haven  
A D Steinbach & Sons New Haven

**Locks—Banks**  
Yale & Towne Mfg Co The Stamford

**Locks—Builders**  
Eagle Lock Co The Terryville  
Sargent & Company New Haven  
Yale & Towne Mfg Co The Stamford

**Locks—Cabinet**  
Eagle Lock Co The Terryville  
Excelsior Hardware Co The Stamford  
Yale & Towne Mfg Co The Stamford

**Locks—Special Purpose**  
Eagle Lock Co The Terryville  
Yale & Towne Mfg Co The Stamford

**Locks—Suitcase**  
Eagle Lock Co The Terryville

**Locks—Suit-Case and Trimmings**  
Excelsior Hardware Co The Stamford

**Locks—Trunk**  
Eagle Lock Co The Terryville  
Excelsior Hardware Co The Stamford  
Yale & Towne Mfg Co The Stamford

**Locks—Zipper**  
Excelsior Hardware Co The Stamford

**Loom—Non-Metallic**  
Wiremold Company The Hartford

**Lumber & Millwork Products**  
City Lumber Co of Bridgeport Inc Bridgeport

**Machetes**  
Collins Company The Collinsville

**Machine Design**  
Black Rock Mfg Company The Bridgeport

**Machine Tools**  
Bullard Company The Bridgeport  
Pratt & Whitney Div Niles-Bement-Pond Co  
West Hartford  
Producto Machine Company The Bridgeport

**Machine Work**  
Black Rock Mfg Company The Bridgeport  
Farrel-Birmingham Company Inc Ansonia  
Fenn Manufacturing Company The (precision parts) Newington  
Hartford Special Machinery Co The (contract work only) Hartford  
National Sheradizing & Machine Co (job) Hartford  
Parker Stamp Works Inc The (Special) Hartford

**Swan Tool & Machine Co The**  
Torrington Manufacturing Co The (special rolling mill machinery) Torrington

**Machinery**  
Fenn Manufacturing Company The (special) Newington  
Globe Tapping Machine Company (dial type drilling and tapping) Bridgeport  
Hallden Machine Company The (mill) Thomaston  
Torrington Manufacturing Co The (mill) Torrington

**Machinery—Bolt and Nut**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Cold Heading**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery Dealers & Rebuilders**  
Botwinik Brothers New Haven  
J L Lucas and Son Fairfield  
State Machinery Co Inc New Haven

**Machinery—Extruding**  
Standard Machinery Co The Mystic

**Machinery—Metal-Working**  
Waterbury Farrel Foundry & Machine Co The Waterbury  
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

**Machinery—Nut**  
Waterbury Farrel Foundry & Machine Co The (forming and tapping) Waterbury

**Machinery—Screw and Rivet**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Drawing**  
Waterbury Farrel Foundry & Machine Co The Waterbury

**Machinery—Wire Straightening**  
Mettler Machine Tool Inc New Haven

**Machines**  
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport  
Coulter & McKenzie Machine Co The (special, new development engineering design and construction) Bridgeport  
Patent Button Company The Waterbury

**Machines—Automatic**  
A H Nilson Mach Co The (Special) Bridgeport

**Machines—Automatic Chucking**  
Bullard Company The Bridgeport  
New Britain-Gridley Machine Division  
The New Britain Machine Co (multiple spindle and double end) New Britain  
Pratt & Whitney Div Niles-Bement-Pond Co (Potter & Johnson) West Hartford

**Machines—Automatic Screw**  
New Britain-Gridley Machine Division  
The New Britain Machine Co (single and multiple spindle) New Britain

**Machines—Automatic Shaft Turning**  
Bullard Company The (30H lathe—horizontal 3 spindle) Bridgeport

**Machines—Brushing**  
Fuller Brush Co The Hartford

**Machines—Contin-U-Matic**  
Bullard Company The (vertical multi-spindle-continuous turning) Bridgeport

**Machines—Draw Benches**  
Fenn Manufacturing Company The Newington

**Machines—Drill Spacing**  
Bullard Company The (Bullard spacer—used in conjunction with radical drills) Bridgeport

**Machines—Drop Hammers**  
Fenn Manufacturing Company The Newington

**Machines—Forming**  
A H Nilson Mach Co The (four-slide wire and ribbon stock) Bridgeport

**Machines—Mult-Au-Matic**  
Bullard Company The Bridgeport

**Machines—Paper Ruling**  
John McAdams & Sons Inc Norwalk

**Machines—Pipe & Bolt Threading**  
Capewell Mfg Co The Hartford  
(Advt.)



# IT'S MADE IN CONNECTICUT

**Machines—Precision Boring**  
New Britain-Gridley Machine Division  
The New Britain Machine Co New Britain

**Machines—Rolling**  
Fenn Manufacturing Company The Newington

**Machine—Slotting**  
Globe Tapping Machine Company The (High  
Production Screw Head Slotting) Bridgeport  
Waterbury Farrel Foundry & Machine Co The  
(screw head) Waterbury

**Machines—Special**  
Fuller Brush Co The Hartford

**Machines—Swaging**  
Fenn Manufacturing Company The Newington

**Machines—Thread Rolling**  
Hartford Special Machinery Co The Hartford  
Waterbury Farrel Foundry & Machine Co The  
Waterbury

**Machines—Turks Head**  
Fenn Manufacturing Company The Newington

**Machines—Well Drilling**  
Consolidated Industries West Cheshire

**Machines—Wire Drawing**  
Fenn Manufacturing Company The Newington

**Magnesium Castings**  
Stamford Casting Company Stamford

**Manicure Instruments**  
W E Bassett Company The Derby

**Manganese Bronze Ingot**  
Whipple and Choate Company Bridgeport

**Marine Engines**  
Kilborn-Sauer Company (running lights and  
searchlights) Fairfield  
Lathrop Engine Co The Mystic

**Marine Equipment**  
Russell Manufacturing Company The (utility  
cord and accessory hardware) Middletown  
Wilcox Crittenden & Co Inc Middletown

**Marine Reserve Gears**  
Snow-Nabstedt Gear Corp The New Haven

**Marking Devices**  
Hoggson & Pettis Mfg Co The New Haven  
Parker Stamp Works Inc The (steel) Hartford

**Mats—Newspaper**  
Lockwood Sons Inc Wm H Hartford

**Mattresses**  
Waterbury Mattress Co Waterbury

**Metal Boxes and Displays**  
Durham Manufacturing Company The Durham  
Merriam Mfg Co (Bond, Security, Cash, Util-  
ity, Personal Files, Drawer Safes, Custombuilt  
containers and displays) Durham  
Charles Parker Co (sheet metal fabricators) Meriden

**Metal Cleaners**  
Apothecaries Hall Co Waterbury  
Enthone Inc New Haven  
MacDermid Incorporated Waterbury

**Metal Cleaning Machines**  
Colt's Manufacturing Company Hartford

**Metal Finishes**  
Enthone Inc New Haven  
Mitchell-Bradford Chemical Co Bridgeport  
United Chromium Incorporated Waterbury

**Metal Finishing**  
National Sheradizing & Machine Co Hartford  
Waterbury Plating Company Waterbury

**Metal Formings**  
Master Engineering Company West Cheshire  
Stanley Pressed Metal New Britain

**Metalizing**  
Conn Metal Finishing Co Hamden

**Metal Novelities**  
H C Cook Co The 32 Beaver St Ansonia

**Metal Products—Stampings**  
American Brass Company The Waterbury  
Plume & Atwood Manufacturing Co Waterbury

J H Sessions & Son Bristol  
Scovill Manufacturing Company (Made-to-Or-  
der) Waterbury 91  
Stanley Pressed Metal New Britain

**Metal Specialties**  
Excelsior Hardware Co The Stamford

**Metal Stampings**  
American Brass Company The Waterbury  
Autoyre Co The (Small) Oakville  
Bridgeport Chain & Mfg Co Bridgeport  
DooVal Tool & Mfg Inc The Naugatuck  
Excelsior Hardware Co The Stamford  
Greist Mfg Co The 503 Blake St New Haven  
H C Cook Co The 32 Beaver St Ansonia  
Humason Mfg Co The Forestville  
J A Otterbein Company The (metal fabrica-  
tions) Middletown  
J. H. Sessions & Son Bristol  
Patent Button Co The Waterbury  
G E Prentice Mfg Co The Kensington  
Plume & Atwood Mfg Co The Waterbury  
Saling Manufacturing Company Unionville  
Stanley Pressed Metal New Britain  
Swan Tool & Machine Co The Hartford  
United States Rubber Company Shoe Hard-  
ware Division Waterbury  
Verplex Company The (Contract) Essex  
Waterbury Lock & Specialty Co The Milford

**Meters—Gas**  
Sprague Meter Company Bridgeport

**Meters—Parking**  
Rhodes Inc M H Hartford

**Microfilming**  
American Microfilming Service Company New Haven

**Microscope—Measuring**  
Lundberg Engineering Company Hartford

**Milk Bottle Carriers**  
John P Smith Co The 423-33 Chapel St  
New Haven

**Millwork**  
Hartford Builders Finish Co Hartford

**Milling Machines**  
Pratt & Whitney Div Niles-Bement-Pond Co  
(Keller Tracer—Controlled Milling Machines)  
West Hartford

Rowbottom Machine Company Inc (cam) Waterbury

**Mill Supplies**  
Wilcox Crittenden & Co Inc Middletown

**Miniature Precision Connectors**  
Gorn Electric Co Stamford

**Minute Minders**  
Lux Clock Mfg Co The Waterbury

**Mirror Rosettes and Hangers**  
Waterbury Companies Inc Waterbury

**Mixing Equipment**  
Eastern Industries Inc New Haven  
Gabb Special Products Div. The E Horton &  
Son Co Windsor Locks

**Mops**  
Fuller Brush Co The Hartford

**Motor Control Centers**  
Distribution Assemblies Department, General  
Electric Co Plainville

**Moulded Plastic Products**  
Butterfield Inc T F Naugatuck  
Colt's Manufacturing Company Hartford  
Patent Button Co The Waterbury  
Waterbury Companies Inc Waterbury  
Watertown Mfg Co The 117 Echo Lake Road  
Watertown

**Mouldings**  
Himmel Brothers Co The (architectural, metal  
and store front) Hamden

**Moulds**  
ABA Tool & Die Co Manchester  
Hoggson & Pettis Mfg Co The (steel)  
114 Brewery St New Haven  
Lundberg Engineering Company (plastics) Hartford

Parker Stamp Works Inc The (compression  
injection & transfer for plastics) Hartford

**Napper Clothing**  
Standard Card Clothing Co The (for textile  
mills) Stafford Springs

**Nettings**  
Wilcox Lace Corp The Middletown

**Newspaper Mats**  
Lockwood Sons Inc Wm H Hartford

**Nickel Anodes**  
Apothecaries Hall Co Waterbury  
Seymour Mfg Co The Seymour

**Nickel Silver**  
American Brass Company The Waterbury  
Plume & Atwood Mfg Co The Thomaston  
Seymour Mfg Co The Seymour  
Waterbury Rolling Mills Inc (sheets, strips,  
rolls) Waterbury  
Western Brass Mills Division of Olin Indus-  
tries Inc (sheet, strip) New Haven

**Nickel Silver Ingot**  
Whipple and Choate Company The Bridgeport

**Night Latches**  
Sargent & Company New Haven  
Yale & Towne Mfg Co Inc Stamford

**Non-ferrous Metal Castings**  
Miller Company The Meriden  
Charles Parker Co Meriden

**Nuts, Bolts and Washers**  
Clark Brothers Bolt Co Milldale

**Office Equipment**  
Pitney-Bowes Inc Stamford  
Underwood Corporation Bridgeport & Hartford

**Offset Printing**  
Kellogg & Bulkeley A Division of Connecticut  
Printers Inc Hartford

**Oil Burners**  
Malleable Iron Fittings Co (domestic) Branford

Miller Company The (domestic) Meriden  
Peabody Engineering Corp (Mechanical and/or  
Steam Atomizer) Stamford  
Silent Glow Oil Burner Corp The Hartford  
1477 Park St

**Oil Tanks**  
Norwalk Tank Co The (550 to 30M gals, under-  
writers above and under ground) South Norwalk  
Whitlock Manufacturing Co The Hartford

**Oils—Cutting**  
Anderson Oil Co Inc F E Portland

**Open Knife Switches and Accessories**  
Trumbull Components Department, General  
Electric Co Plainville

**Optical Cores & Ingots**  
Plume & Atwood Mfg Co The Thomaston

**Otis Woven Awning Stripes**  
The Falls Company Norwich

**Outlets—Electric**  
General Electric Company Bridgeport

**Ovens—Electric**  
Bauer & Company Inc Hartford

**Package Sealers**  
Better Packages Inc Shelton

**Packaging**  
Local Industries Inc (merchandising displays  
and packaging in wood) Lakeville

**Packaging Machinery**  
Colt's Manufacturing Company (box making  
machinery. Trade mark "Rite Size") Hartford

**Packing**  
Auburn Manufacturing Company The (leather,  
rubber, asbestos, fibre) Middletown  
Raybestos Division of Raybestos-Manhattan  
Inc (Asbestos and Rubber Sheet) Bridgeport

**Pads—Office**  
The Baker Goodyear Company New Haven

**Padlocks**  
Sargent & Company New Haven  
Waterbury Lock & Specialty Co The Milford  
Yale & Towne Mfg Co Inc Stamford

**Paints**  
Baer Brothers Stamford

**Paints and Enamels**  
Staminate Corp The New Haven

**Panta**  
Moore Special Tool Co (crush wheel dresser) Bridgeport

**Panelboards—Lighting and Distribution**  
Distribution Assemblies Department, General  
Electric Co Plainville

**Paperboard**  
Gair Company Inc Robert Montville  
Robertson Paper Box Co Montville  
New Haven Pulp and Board Co The New Haven

**Paper Boxes**  
Atlantic Carton Corp (folding) Norwich  
Gair Co Inc Robert (folding) Montville  
National Folding Box Co Inc (folding) New Haven

New Haven Board and Carton Co The New Haven

Mills Inc H J Bristol

Robertson Paper Box Co (folding) Montville  
**Paper Boxes—Folding and Setup**  
Bridgeport Paper Box Company Bridgeport  
M Backes' Sons Inc Wallingford

**Paper Clips**  
H C Cook Co The (steel) 32 Beaver St Ansonia  
(Adv.)

# IT'S MADE IN CONNECTICUT

<b>Paper Mill Machinery</b> Farrel-Birmingham Company Inc	Ansonia	<b>Plastic—Moulders</b> Colt's Manufacturing Company Conn Plastics General Electric Company Waterbury Companies Inc Watertown Mfg Co The	Hartford Waterbury Meriden Waterbury Watertown	<b>Printing Machinery</b> Banthin Engineering Co (automatic) Thomas W Hall Company	Bridgeport Stamford
<b>Paper Tubes and Cores</b> Sonoco Products Co (Climax-Lowell) Div	Mystic	<b>Plastics—Moulds &amp; Dies</b> Parker Stamp Works Inc The (for plastics)	Hartford	<b>Printing Plates</b> Lockwood Sons Inc Wm H	Hartford
<b>Parallel Tubes</b> Sonoco Products Co (Climax-Lowell) Div	Mystic	<b>Plasticrete Bloc</b> Plasticrete Corp	Hamden	<b>Printing Rollers</b> Chambers-Storck Company Inc The (engraved)	Norwich
<b>Parkerizing</b> Clairglow Mfg Company	Portland	<b>Plates—Switch</b> General Electric Company	Bridgeport	<b>Production Welding</b> Consolidated Industries	West Cheshire
<b>Parking Meters</b> Rhodes Inc M H	Hartford	<b>Platers</b> American Metal Products Company Inc	Bridgeport	<b>Profilers</b> Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
<b>Passenger Car Sander</b> Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	<b>Plating</b> Christie Plating Co City Plating Works Patent Button Co The Waterbury Plating Company Chromium Process Company The (Chromium Plating only)	Groton Bridgeport Waterbury Waterbury Derby	<b>Propellers—Aircraft</b> Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks
<b>Pattern-Makers</b> Farrel-Birmingham Company Inc	Ansonia	<b>Platers' Equipment</b> Apothecaries Hall Company Conn Metalcraft Inc Lea Manufacturing Co The MacDermid Incorporated	Waterbury New Haven Waterbury Waterbury	<b>Protective Coatings</b> Harrison Company The A S (Waxes)	South Norwalk
<b>Penlights</b> Bridgeport Metal Goods Mfg Co	Bridgeport	<b>Platers Metal</b> Plume & Atwood Mfg Co The	Thomaston	<b>Publishers</b> O'Toole & Sons Inc T	Stamford
<b>Pet Furnishings</b> Andrew B Hendrix Co The	New Haven	<b>Plating</b> Christie Plating Co The (including lead plat- ing) Conn Metal Finishing Co	Groton Hamden	<b>Pumps</b> Yale & Towne Mfg Co The	Stamford
<b>Pharmaceutical Specialties</b> Ernst Bischoff Company Inc	Ivoryton	<b>Plating Processes and Supplies</b> Enthone Inc United Chromium Incorporated	New Haven Waterbury	<b>Pumps—Small Industrial</b> Eastern Industries Inc	New Haven
<b>Phosphor Bronze</b> American Brass Company The Miller Company The (sheets, strips, rolls)	Waterbury Meriden	<b>Plumbers' Brass Goods</b> Bridgeport Brass Co Keeney Mfg Co The (special bends) Scovill Manufacturing Company	Bridgeport Newington Waterbury 48	<b>Pump Valves</b> Colt's Manufacturing Company	Hartford
<b>Phosphor Bronze Ingots</b> Whipple and Choate Company The	Bridgeport	<b>Plumbing Specialties</b> John M Russell Mfg Co Inc	Naugatuck	<b>Punches</b> Hoggson & Pettis Mfg Co The (ticket & cloth) 141 Brewery St	New Haven
<b>Photographic Equipment</b> Kalart Company Inc	Plainville	<b>Pole Line Hardware</b> Malleable Iron Fittings Co	Branford	<b>Putty Softeners—Electrical</b> Fletcher Terry Co The Box 415 Forestville	
<b>Piano Repairs</b> Pratt Read & Co Inc (keys and action)	Ivoryton	<b>Police Equipment</b> The Smith-Worthington Saddlery Co	Hartford	<b>Pyrometers</b> Bristol Co The (recording and controlling)	Waterbury
<b>Piano Supplies</b> Pratt Read & Co (keys and actions, backs, plates)	Ivoryton	<b>Polishing Wheels</b> Williamsville Buff Div The Bullard Clark Com- pany	Danielson	<b>Radiation—Finned Copper</b> Bush Manufacturing Co G & O Manufacturing Company The	West Hartford New Haven
<b>Pins</b> CEM Company ("Spirol")	Danielson	<b>Poly Chokes</b> Poly Choke Company The (a shotgun choking device)	Tariffville	<b>Radiators—Engine Cooling</b> G & O Manufacturing Co	New Haven
<b>Pin Up Lamps</b> Verplex Company The	Essex	<b>Postage Meters</b> Pitney Bowes Inc	Stamford	<b>Rayon Staple Fiber</b> Hartford Rayon Corp The	Rocky Hill
<b>Pipe</b> American Brass Co The (brass and copper)	Waterbury	<b>Potentiometers—Electronic</b> Bristol Company The	Waterbury	<b>Reamers</b> Pratt & Whitney Div Niles-Bement-Pond Co (All types)	West Hartford
<b>Pipe Fittings</b> Bridgeport Brass Co (brass and copper)	Bridgeport	<b>Power Rollers</b> Consolidated Industries Inc	West Cheshire	<b>Recorders</b> Bristol Co The (automatic controllers, tempera- ture, pressure, flow, humidity)	Waterbury
<b>Pipe Plugs</b> Holo-Krome Screw Corporation The (counter- sunk)	West Hartford	<b>Prefabricated Buildings</b> City Lumber of Bridgeport Inc The	Bridgeport	<b>Reduction Gears</b> Farrel-Birmingham Company Inc	Ansonia
<b>Pipe Plugs—Socketed</b> Holo-Krome Screw Corp The	West Hartford	<b>Premium Specialties</b> Waterbury Companies Inc	Waterbury	<b>Refractories</b> Howard Company Mullite Refractories Company The	New Haven Shelton
<b>Plastics</b> B F Goodrich Sponge Products Division Naugatuck Chemical Division Rubber Co	Shelton United States Naugatuck	<b>Preservatives—Wood, Rope, Fabric</b> Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury	<b>Refrigeration</b> Bowser Technical Refrigeration Div Inc (high altitude, low temperature)	Bowser Terryville
<b>Plastic Buttons</b> Frank Parizek Manufacturing Co The	West Willington	<b>Press Papers</b> Case Brothers Inc	Manchester	<b>Regulators</b> Norwalk Valve Company (for gas and air)	South Norwalk
<b>Plastic Gems</b> Colt's Manufacturing Company	Hartford	<b>Presses</b> Farrel-Birmingham Company Inc (Hydraulic)	Ansonia	<b>Remote Control Wiring</b> General Electric Company	Bridgeport
<b>Plastic Materials</b> American Cyanamid Co (Molding Compounds, Adhesives, Laminating Resins)	Wallingford	<b>Presses—Molding</b> Standard Machinery Co The (compression and transfer molding, automatic and semi-auto- matic)	Mystic	<b>Resistance Wire</b> C O Jelliff Mfg Co The (nickel chromium, cop- per nickel, iron chromium, aluminum)	Southport Stamford
<b>Plastic Printing Plates</b> Lockwood Sons Inc Wm H	Hartford	<b>Presses—Power</b> Waterbury Farrel Foundry & Machine Co The	Waterbury	<b>Respirators</b> American Optical Company Safety Products Division	Putnam
<b>Plastics Machinery</b> Black Rock Mfg Company The Farrel-Birmingham Company Inc	Bridgeport Ansonia	<b>Pressure Vessels</b> Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70) Whitlock Manufacturing Co The	South Norwalk Hartford	<b>Retainers</b> Hartford Steel Ball Co The (bicycle & auto- motive)	Hartford
<b>Plastic Molders</b> Plastic Molding Corporation	Sandy Hook	<b>Printing</b> Case Lockwood & Brainard A Division of Connecticut Printers Inc Finlay Brothers Heminway Corporation The Hildreth Press Hunter Press Lehman Brothers Inc Taylor & Greenough Co The T B Simonds Inc A D Steinbach & Sons The Walker-Rackliff Company	Hartford Hartford Hartford Bristol Hartford New Haven Wethersfield Hartford New Haven New Haven	<b>Riveting Machines</b> Grant Mfg & Machine Co The H P Townsend Manufacturing Co The	Bridgeport Elmwood (Advt.)

# IT'S MADE IN CONNECTICUT

<b>Rivets</b>		<b>Safety Gloves and Mittens</b>		<b>Shaving Soaps</b>	
Blake & Johnson Co The (brass, copper and non-ferrous)	Waterville	American Optical Company Safety Division	Putnam	J B Williams Co The	Glastonbury
Clark Brothers Bolt Co	Milldale	<b>Safety Goggles</b>		<b>Shears</b>	
Connecticut Manufacturing Company The	Waterbury	American Optical Company Safety Division	Putnam	Acme Shear Co The (household)	Bridgeport
Plume & Atwood Mfg Co The	Waterbury	<b>Safety Switches</b>		<b>Shells</b>	
Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport	Trumbull Components Department, Electric Co	Plainville	Wolcott Tool and Manufacturing Company Inc	Waterbury
Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport	<b>Saw Blades—Hack</b>		<b>Sheet Metal Products</b>	
		Capewell Mfg Co The	Hartford	American Brass Co The (brass and copper)	Waterbury
<b>Rods</b>		<b>Saws—Metal &amp; Wood Cutting Band</b>		Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham
American Brass Company The (copper, brass, bronze)	Waterbury	Capewell Mfg Co The	Hartford	Charles Parker Co (sheet metal fabricators)	Meriden
Bristol Brass Corp The (brass and bronze)	Bristol	<b>Saws, Band, Metal Cutting</b>		Plume & Atwood Mfg Co The	Waterbury
Scovill Manufacturing Company (brass and bronze)	Waterbury 91	Atlantic Saw Mfg Co	New Haven	United Manufacturing Co Division of The W L Maxson Corp	Hamden
<b>Rollers—Bituminous Paving</b>		<b>Scales—Industrial Dial</b>		<b>Sheet Metal Stampings</b>	
Gabb Special Products Div E Horton & Son Company	Windsor Locks	Kron Company The	Bridgeport	American Brass Company The	Waterbury
<b>Roller Skate Wheels</b>		<b>Scissors</b>		American Buckle Co The	West Haven
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	Acme Shear Company The	Bridgeport	DooVal Tool & Mfg Inc The	Naugatuck
<b>Roller Skates</b>		<b>Screens</b>		J H Sessions & Son	Bristol
Winchester Repeating Arms Company Division	New Haven	Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford	Patent Button Co The	Waterbury
<b>Rolling Mills and Equipment</b>		<b>Screw Caps</b>		Plume & Atwood Mfg Co The	Waterbury
Farrel-Birmingham Company Inc	Ansonia	Weimann Bros Mfg Co The (small for bottles)	Derby	<b>Shipment Sealers</b>	
Waterbury Farrel Foundry & Machine Co The	Waterbury	<b>Screw Machine Accessories</b>		Better Packages Inc	Shelton
<b>Rolls</b>		Barnaby Manufacturing and Tool Co	Bridgeport	<b>Showcase Lighting Equipment</b>	
Farrel-Birmingham Company Inc (Chilled and Alloy Iron, Steel)	Ansonia	<b>Screw Machines</b>		Wiremold Company The	Hartford
<b>Rope Wire</b>		H P Townsend Mfg Company The	Elmwood	<b>Signals</b>	
American Steel & Wire Div of U S Steel	New Haven	<b>Screw Machine Products</b>		H C Cook Co The (for card files)	Ansonia
<b>Rubber Chemicals</b>		Apex Tool Co Inc The	Bridgeport	<b>Signs</b>	
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Blake & Johnson Co The	Waterville	Berger Sign Co (neon electric-porcelain enamel-stainless steel)	Hartford
Stamford Rubber Supply Co The ("Factice" Vulcanized Vegetable Oils)	Stamford	Connecticut Manufacturing Company The	Waterbury	<b>Silk Screening on Metal</b>	
<b>Rubber—Cellular</b>		Consolidated Industries	West Cheshire	Merriam Mfg Co (Displays and Specialties, to order)	Durham
B F Goodrich Sponge Products Division	Shelton	Eastern Machine Screw Corp The	New Haven	<b>Sintered Metal Products</b>	
<b>Rubber Cutting Machinery</b>		Truman & Barclay Sts	Winsted	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
Black Rock Mfg Company The	Bridgeport	Fairchild Screw Products Inc	Winsted	<b>Sizing and Finishing Compounds</b>	
<b>Rubber Printing Plates</b>		Franklin Screw Machine Co The (up to 1½" capacity)	Hartford	American Cyanamid Company	Waterbury
Lockwood Sons Inc Wm H	Hartford	Greist Mfg Co The (Up to 1½" capacity)	New Haven	<b>Slide Fasteners</b>	
<b>Rubberized Fabrics</b>		Horberg Grinding Industries Inc (Heat treated and ground type only)	Bridgeport	G E Prentice Mfg Co The	Kensington
Duro-Gloss Rubber Co The	New Haven	19 Staples Street	Forestville	North & Judd Manufacturing Co	New Britain
<b>Rubber Footwear</b>		Humason Mfg Co The	West Haven	Patent Button Co The	Waterbury
Goodyear Rubber Co The	Middletown	Kerrin Company	Wethersfield	<b>Slings</b>	
<b>Rubber Gloves</b>		Lowe Mfg Co The	Berlin	American Steel & Wire Div of U. S. Steel	New Haven
Seamless Rubber Company The	New Haven	National Automatic Products Company The	Plantsville	<b>Smoke Stacks</b>	
<b>Rubber—Handmade Specialties</b>		Nelson's Screw Machine Products	New Britain	Bigelow Company The (steel)	New Haven
Seamless Rubber Company The	New Haven	New Britain Machine Company The	Plainville	Norwalk Tank Co The	South Norwalk
<b>Rubber—Latex Foam</b>		Olson Brothers Company (up to ¾" capacity)	Southington	<b>Soap</b>	
B F Goodrich Sponge Products Division	Shelton	Olson & Sons R P	Plainville	J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury
<b>Rubber Latex Compounds and Dispersions</b>		Peck Spring Co The	Plainville	<b>Special Machinery</b>	
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck	Plume & Atwood Mfg Co The	Waterbury	Black Rock Mfg Company The	Bridgeport
<b>Rubber Mill Machinery</b>		Scovill Manufacturing Company	Waterbury 91	Farrel-Birmingham Company Inc	Ansonia
Farrel-Birmingham Company Inc	Ansonia	Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport)	Waterbury	H P Townsend Mfg Company The	Elmwood
<b>Rubber—Molded Specialties</b>		<b>Screw Machine Tools</b>		Lundeberg Engineering Company	Hartford
Canfield Co The H O	Bridgeport	American Cam Company Inc (Circular Form Tools)	Hartford	National Sherardizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford
Seamless Rubber Company The	New Haven	Pratt & Whitney Div Niles-Bement-Pond Co (Reamers, Taps, Dies, Blades and Knurls)	West Hartford	Swan Tool & Machine Co The	Hartford
<b>Rubber Products—Mechanical</b>		Somma Tool Co (precision circular form tools)	Waterbury	<b>Special Parts</b>	
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown	<b>Screws</b>		Greist Mfg Co The (small machines, especially precision stampings)	New Haven
Canfield Co The H O	Bridgeport	American Screw Company	Willimantic	J H Sessions & Son	Bristol
Seamless Rubber Company The	New Haven	Atlantic Screw Works (wood)	Hartford	<b>Special Tool &amp; Dies</b>	
<b>Rubber—Reclaimed</b>		Blake & Johnson Co The (machine and wood)	Waterville	Lundeberg Engineering Company	Hartford
Naugatuck Chemical Division United States Rubber Co	Naugatuck	Bristol Company The (socket set and socket cap screws)	Waterbury	<b>Spinnings</b>	
<b>Rubbers</b>		Clark Brothers Bolt Co	Milldale	American Metal Products Company Inc	Bridgeport
Naugatuck Chemical Div U S Rubber Co (special synthetic)	Naugatuck	Connecticut Mfg Co The (machine)	Waterbury	Gray Manufacturing Company The	Hartford
<b>Rubbish Burners</b>		Eagle Lock Co The	Terryville	<b>Sponge Rubber</b>	
John P Smith Co The	423-33 Chapel St New Haven	Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford	B F Goodrich Sponge Products Division	Shelton
<b>Rust Preventives</b>		Scovill Manufacturing Company	Waterbury 91	<b>Spray Painting Equipment and Supplies</b>	
Anderson Oil Co Inc F E	Portland	Superior Manufacturing Co The	Winsted	Lea Manufacturing Co The	Waterbury
<b>Saddlery</b>		<b>Screw—Sockets</b>		<b>Spring Coiling Machines</b>	
The Smith-Worthington Saddlery Co	Hartford	Allen Manufacturing Company The	Hartford	Torrington Manufacturing Co The	Torrington
<b>Safety Clothing</b>		Bristol Co The	Waterbury	<b>Spring Units</b>	
American Optical Company Safety Division	Putnam	Holo-Krome Screw Corp The	West Hartford	Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport
<b>Safety Fuses</b>		<b>Sealing Tape Machines</b>		<b>Spring Washers</b>	
Ensign-Bickford Co The (mining & detonating)	Simsbury	Better Packages Inc	Shelton	Barnes Co The Wallace Div Associated Spring Corp	Bristol (Advt.)



# I T ' S M A D E I N C O N N E C T I C U T

<b>Springs—Coil &amp; Flat</b>		<b>Stereotypes</b>		<b>Thin Gauge Metals</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	New Haven Electrotpe Div Corp	New Haven	Plume & Atwood Mfg Co The	Thomaston
Bristol Spring Manufacturing Co	Plainville	<b>Stop Clocks, Electric</b>		Thinsheet Metals Co The (plain or tinned in rolls)	Waterbury
Foursome Manufacturing Co	Bristol	H C Thompson Clock Co The	Bristol	<b>Thread</b>	
Humason Mfg Co The	Forestville	<b>Storage Batteries</b>		American Thread Co The	Willimantic
Newcomb Spring Corp The	Southington	R A E Storage Battery Mfg Co	Glastonbury	Belding Heminway Corticelli	Putnam
New England Spring Manufacturing Company	Unionville	<b>Straps, Leather</b>		Max Pollack & Co Inc	Groton and Willimantic
Peck Spring Co The	Plainville	Auburn Manufacturing Company	The (textile, industrial, skate, carriage)	Wm Johl Manufacturing Co	Mystic
<b>Springs—Flat</b>		<b>Studio Couches</b>		<b>Thread Gages</b>	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Waterbury Mattress Co	Waterbury	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Bristol Spring Manufacturing Co	Plainville	<b>Super Refractories</b>		<b>Thread Milling Machines</b>	
Foursome Manufacturing Co	Bristol	Mullite Refractories Company The	Shelton	Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford
Humason Mfg Co The	Forestville	<b>Surface Metal Raceway &amp; Fittings</b>		<b>Thread Rolling Machinery</b>	
<b>Springs—Furniture</b>		Wiremold Company The	Hartford	Hartford Special Machinery Co The	Hartford
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport	<b>Surgical Dressings</b>		<b>Threading Machines</b>	
<b>Springs—Wire</b>		Acme Cotton Products Co Inc	East Killingly	Grant Mfg & Machine Co The (double and automatic)	Bridgeport
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Seamless Rubber Company The	New Haven	<b>Timers, Interval</b>	
Bristol Spring Manufacturing Co	Plainville	<b>Surgical Rubber Goods</b>		A W Haydon Co The	Waterbury
Colonial Spring Corporation The	Hartford	Seamless Rubber Company The	New Haven	H Thompson Clock Co The	Bristol
Connecticut Spring Corporation The (compression, extension, torsion)	Hartford	<b>Switches—Electric</b>		R W Cramer Company Inc The	Centerbrook
Foursome Manufacturing Co	Bristol	General Electric Company	Bridgeport	Rhodes Inc M H	Hartford
Humason Mfg Co The	Forestville	<b>Swaging Machinery</b>		<b>Timing Devices</b>	
D R Templeman Co (coil and torsion)	Plainville	Hartford Special Machinery Co The	Hartford	A W Haydon Co The	Waterbury
J W Bernston Company (coil and torsion)	Plainville	<b>Switchboards</b>		R W Cramer Company Inc The	Centerbrook
<b>Springs, Wire &amp; Flat</b>		Distribution Assemblies Department, General Electric Co	Plainville	Lux Clock Manufacturing Company	Waterbury
Newcomb Spring Corp The	Southington	<b>Switchboards Wire and Cables</b>		Rhodes Inc M H	Hartford
Autoyre Company The	Oakville	Rockbestos Products Corp (asbestos insulated)	New Haven	Seth Thomas Clocks	Thomaston
<b>Stamped Metal Products</b>		<b>Synchronous Motors</b>		United States Time Corporation The	Waterbury
American Brass Company The	Waterbury	R W Cramer Company Inc The	Centerbrook	<b>Timing Devices &amp; Time Switches</b>	
<b>Stamps</b>		<b>Synthetic Resins</b>		A W Haydon Co The	Waterbury
Hoggson & Pettis Mfg Co The (steel)	New Haven	American Cyanamid Co (Textile Resins, Paper Resins)	Waterbury	Lux Clock Manufacturing Company	Waterbury
141 Brewery St	New Haven	<b>Tabulating Equipment—Manual</b>		M H Rhodes Inc	Hartford
Parker Stamp Works Inc The (steel)	Hartford	Denominator Company Inc	Woodbury	<b>Tinning</b>	
<b>Stampings</b>		<b>Tanks</b>		Thinsheet Metals Co The (non-ferrous metals in rolls)	Waterbury
American Metal Products Company Inc	Bridgeport	Rigelow Company The (steel)	New Haven	Wilcox Crittenden & Co Inc	Middletown
Donahue Mfg Co Inc	Watertown	Norwalk Tank Co The	South Norwalk	<b>Tools</b>	
DooVal Tool & Mfg Inc The	Naugatuck	Rolock Inc (Alloy)	Fairfield	Hoggson & Pettis Mfg Co The (rubber workers)	New Haven
Foursome Manufacturing Co	Bristol	Storts Welding Company (steel and alloy)	Meriden	141 Brewery St	New Haven
Plume & Atwood Mfg Co The (small)	Waterbury	<b>Tape</b>		<b>Tool Chests</b>	
Stanley Pressed Metal	New Britain	Russell Manufacturing Company The (woven cotton and woven glass tape)	Middletown	Vanderman Manufacturing Co The	Willimantic
<b>Stampings—Small</b>		<b>Tapes—Industrial Pressure Sensitive</b>		<b>Tool &amp; Dies</b>	
Acme Shear Co The	Bridgeport	Seamless Rubber Company The	New Haven	Moore Special Tool Co	Bridgeport
American Metal Products Company Inc	Bridgeport	<b>Tape Recorders</b>		Swan Tool & Machine Co The	Hartford
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	<b>Tools, Dies &amp; Fixtures</b>	
Bristol Spring Manufacturing Co	Plainville	<b>Tape Recorder Magazines</b>		Greist Mfg Co The	New Haven
Greist Manufacturing Co The	New Haven	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	<b>Tools—Pipe Fitters' Hand</b>	
Humason Mfg Co The	Forestville	<b>Tap Extractors</b>		Capewell Mfg Co The	Hartford
<b>Stationery Specialties</b>		Walton Company The	West Hartford	<b>Toys</b>	
American Brass Company The	Waterbury	<b>Taps</b>		Geo S Scott Mfg Co The	Wallingford
<b>Steel</b>		Pratt & Whitney Div Niles-Bement-Pond Co	West Hartford	Gong Bell Co The	East Hampton
Stanley Works The (cold rolled strip)	New Britain	<b>Tarred Lines</b>		N N Hill Brass Co The	East Hampton
<b>Steel Castings</b>		Brownell & Co Inc	Moodus	Waterbury Companies Inc	Waterbury
Farrel-Birmingham Company Inc	Ansonia	<b>Telemetering Instruments</b>		<b>Tramways</b>	
Hartford Electric Steel Co The (carbon and alloy steel)	540 Flatbush Ave Hartford	Bristol Co The	Waterbury	American Steel & Wire Div of U S Steel	New Haven
Malleable Iron Fittings Co	Branford	<b>Telephone Answering &amp; Recording Machines</b>		<b>Transformers</b>	
Nutmeg Crucible Steel Co	Branford	Conn Telephone & Electric Corp Subsidiary of Great American Industries Inc	Meriden	Berkshire Transformer Corp The	New Milford
<b>Steel—Cold Rolled Spring</b>		<b>Testers—Insulation Wire &amp; Cable</b>		Dano Electric Company	Winsted
Barnes Co The Wallace Div Associated Spring Corp	Bristol	Davis Electric Company	Wallingford	<b>Trucks—Commercial</b>	
<b>Steel—Cold Rolled Stainless</b>		<b>Testers—Non-Destructive</b>		Metropolitan Body Company (International Harvester truck chassis and "Metro" bodies)	Bridgeport
Wallingford Steel Company	Wallingford	Sperry Products Inc	Danbury	<b>Trucks—Industrial</b>	
<b>Steel—Cold Rolled Strip and Sheets</b>		<b>Textile Machinery</b>		George P Clark Co	Windsor Locks
American Steel & Wire Div of U S Steel	New Haven	Merrow Machine Co The	Hartford	<b>Trucks—Lift</b>	
Detroit Steel Corporation	New Haven	2814 Laurel St	Hartford	Excelsior Hardware Co The	Stamford
Wallingford Steel Company	Wallingford	<b>Textile Mill Supplies</b>		George P Clark Co	Windsor Locks
<b>Steel Goods</b>		Ernst Bischoff Company Inc	Ivoryton	<b>Trucks—Skid Platforms</b>	
Merriam Mfg Co (sheets products to order)	Durham	<b>Textile Processors</b>		Excelsior Hardware Co The (lift)	Stamford
<b>Steel Rolling Rules</b>		American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics)	Rockville	<b>Tube Bending</b>	
Waterbury Lock & Specialty Co The	Milford	<b>Thermometers</b>		Donahue Mfg Co Inc	Watertown
<b>Steel Strapping</b>		Bristol Co The (recording and automatic control)	Waterbury	<b>Tube Clips</b>	
Stanley Works The	New Britain	Manning Maxwell & Moore Inc	Stratford	H C Cook Co The (for collapsible tubes)	Ansonia
		<b>Thermostats</b>		Weimann Bros Mfg Co The (for collapsible tubes)	Derby
		Bridgeport Thermostat Company Inc (automatic)	Bridgeport	<b>Tube Fittings</b>	
				Scovill Mfg Co ("Uniflare")	Waterbury
				<b>Tubers</b>	
				Standard Machinery Co The (tubers for both rubber and plastic industries)	Mystic (Advt.)



# IT'S MADE IN CONNECTICUT

**Tubes—Collapsible Metal**  
Sheffield Tube Corp The New London

**Tubing**  
American Brass Co The (brass and copper) Waterbury  
Bridgeport Brass Company (brass and copper) Bridgeport  
G & O Manufacturing Co (finned) New Haven  
Scoville Manufacturing Company (Brass and Copper) Waterbury 91

**Tubing—Flexible Metallic**  
American Brass Co Metal Hose Waterbury

**Tubing—Heat Exchanger**  
American Brass Company The Waterbury  
Scovill Manufacturing Company Waterbury 91

**Tumbling Equipment & Supplies**  
Tumbling Sales & Service Company Greenwich

**Tumbling Service**  
Tumbling Sales & Service Company, Essex  
Tumbling Division Meriden

**Typewriters**  
Royal Typewriter Co Inc Hartford  
Underwood Corporation Hartford

**Typewriters—Portable**  
Royal Typewriter Company Inc Hartford  
Underwood Corporation Hartford

**Typewriter Ribbons and Supplies**  
Royal Typewriter Company Inc Hartford  
Underwood Corporation Hartford and Bridgeport

**Underclearer Rolls**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Vacuum Bottles and Containers**  
American Thermos Bottle Co Norwich

**Vacuum Cleaners**  
Electrolux Corporation Old Greenwich  
Spencer Turbine Co The Hartford

**Valves**  
Norwalk Valve Company (sensitive check valves) South Norwalk

**Valve Discs**  
Colt's Manufacturing Company Hartford

**Valve—Automobile Tire**  
Bridgeport Brass Company Bridgeport

**Valves—Radiator Air**  
Bridgeport Brass Company Bridgeport

**Valves—Relief & Control**  
Beaton & Caldwell Mfg Co New Britain

**Valves—Safety & Relief**  
Manning Maxwell & Moore Inc Stratford

**Vanity Boxes**  
Bridgeport Metal Goods Mfg Co Bridgeport  
Plume & Atwood Manufacturing Co Waterbury

**Varnishes**  
Baer Brothers Stamford  
Staminite Corp The New Haven

**Vegetable Peelers**  
Colt's Manufacturing Company Hartford

**Velvets**  
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington  
Leiss Velvet Mfg Co Inc The Wilimantic  
Velvet Textile Corporation The (Velveteen) West Haven

**Venetian Blinds**  
Findell Manufacturing Company Manchester  
Jennings Company The S Barry New Haven  
New England Shade & Blind Co Inc Durham

**Venetian Blind Tape**  
Russell Manufacturing Company The (woven cotton and woven plastic) Middletown

**Ventilating Systems**  
Colonial Blower Company Plainville

**Vertical Shapers**  
Pratt & Whitney Div Niles-Bement-Pond Co West Hartford

**Vibrators—Pneumatic**  
Branford Co The (industrial) New Haven

**Vises**  
Charles Parker Co The Meriden  
Penn Manufacturing Company The (Quick-Action Vises) Newington  
Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

**Washers**  
American Felt Co (felt) Glenville  
Auburn Manufacturing Company The (all materials) Middletown  
Blake & Johnson The (brass, copper & non-ferrous) Waterville

**Washers (Continued)**  
Clark Brothers Bolt Co Milldale  
Plume & Atwood Mfg Co The (brass & copper) Waterbury  
J H Rosenbeck Inc Torrington  
Saling Manufacturing Company (made to order) Unionville

**Washers—Felt**  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Washing Machines—Electric**  
General Electric Company Bridgeport

**Watches**  
E Ingraham Co The Bristol  
United States Time Corporation The Waterbury

**Water Heaters**  
Whitlock Manufacturing Co The (instantaneous & storage) Hartford

**Water Heaters—Electric**  
Bauer & Company Inc Hartford

**Water Heaters—Gas or Kerosene**  
Holyoke Heater Corp of Conn Inc Hartford

**Waterproof Dressings for Leather**  
Viscol Company The Stamford

**Waxes**  
Harrison Company The A S (and other protective coatings) South Norwalk

**Waxes—Floor**  
Fuller Brush Co The Hartford

**Wedges**  
Saling Manufacturing Company (hammer & axe) Unionville

**Welding**  
Farrel-Birmingham Company Inc Ansonia  
G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven  
Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford  
Porupine Company The Bridgeport

**Welding—Lead**  
Storts Welding Company (tanks and fabrication) Meriden

**Welding Rods**  
American Brass Company The Waterbury  
Bristol Brass Co The (brass & bronze) Bristol

**Wheels—Industrial**  
George P Clark Co Windsor Locks

**Wicks**  
Anburn Manufacturing Company The (felt, asbestos) Middletown  
Holyoke Heater Corp of Conn Inc Hartford

**Window & Door Guards**  
Hartford Wire Works Co The Hartford  
Smith Co The John P New Haven

**Window Shades**  
New England Shade & Blind Co Inc Durham

**Wiping Cloths**  
Federal Textile Corporation New Haven

**Wire**  
American Brass Company The Waterbury  
American Steel & Wire Div of U S Steel New Haven

**Atlantic Wire Co The (steel)**  
Bartlett Hair Spring Wire Co The (hair spring) North Haven

**Bridgeport Brass Company (brass and silicon bronze)**  
Bristol Brass Corp The (brass & bronze) Bristol  
Driscoll Wire Co The (steel) Shelton

**Hudson Wire Co Winsted Div (insulated & enameled magnet)**  
Winsted

**Platt Bros & Co The (zinc wire)**  
P O Box 1030 Waterbury  
Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston

**Scovill Manufacturing Company (Brass, Bronze and Nickel Silver)**  
Waterbury 91

**Wire and Cable**  
General Electric Company (for residential, commercial and industrial applications) Bridgeport

**Wire Arches & Trellises**  
Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

**Wire Baskets**  
Wiretex Mfg Co Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

**Wire Cable**  
Bevin-Wilcox Line Co The (braided) East Hampton

**Wire Cloth**  
Hartford Wire Works Co The Hartford  
C O Jelliff Mfg Co The (all metal, all meshes) Southport  
Pequot Wire Cloth Co Inc Norwalk  
Rolock Inc (Alloy) Fairfield  
Smith Co The John P New Haven

**Wire Drawing Dies**  
Waterbury Wire Die Co The Waterbury

**Wire Dipping Baskets**  
Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

**Wire Formings**  
Autoyre Co The Oakville  
G E Prentice Mfg Co The Kensington  
Master Engineering Company West Cheshire  
North & Judd Manufacturing Co New Britain  
Turner & Seymour Manufacturing Co The Torrington  
Essex

**Wire Forms**  
Barnes Co The Wallace Div Associated Spring Corp Bristol  
Bristol Spring Manufacturing Co Plainville  
Colonial Spring Corporation The Hartford  
Connecticut Spring Corporation The Hartford  
Foursome Manufacturing Co Bristol  
Humason Mfg Co The Forestville  
New England Spring Mfg Co Unionville  
Templeman Co D R Plainville

**Wire Goods**  
American Buckle Co The (overall trimmings) West Haven  
Patent Button Co The Waterbury  
Scovill Manufacturing Company (To Order) Waterbury 91

**Wire Partitions**  
Hartford Wire Works Co The Hartford  
John P Smith Co The New Haven  
423-33 Chapel St

**Wire Products**  
Clairglow Mfg Company Portland  
Humason Mfg Co The Forestville  
Plume & Atwood Mfg Co The (to order) Waterbury

**Wire Reels**  
A H Nilson Mach Co The Bridgeport

**Wire Rings**  
American Buckle Co The (pan handles and tinner's trimmings) West Haven  
Humason Mfg Co The Forestville  
Templeman Co D R Plainville

**Wire Rope and Strand**  
American Steel & Wire Div of U S Steel New Haven

**Wire Shapes**  
Bridgeport Chain & Mfg Co Bridgeport

**Wire—Specialties**  
Andrew B Hendryx Co The New Haven

**Wire and Cable**  
Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

**Wooden Boxes**  
Wallingford Planing Mill Co Inc Yalesville

**Wood Handles**  
Salisbury Cutlery Handle Co The (for cutlery & small tools) Salisbury

**Wood Scrapers**  
Fletcher-Terry Co The Forestville

**Woodwork**  
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford  
Hartford Builders Finish Co Hartford

**Woodworking**  
Local Industries Inc Lakeville

**Woven Felts—Wool**  
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

**Yarns**  
Hartford Spinning Incorporated (Woolen, knitting and weaving yarns) Unionville  
Aldon Spinning Mills Corporation The (fine-woolen and specialty) The (fine-woolen and specialty) Forestville  
Ensign-Bickford Co The (jute-carpet) Simsbury

**Zinc**  
Platt Bros & Co The (ribbon, strip and wire) Waterbury  
P O Box 1030

**Zinc Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven (Adv.)

## Meet Your New Officers and Directors

(Continued from page 13)

member of the executive committee of the National Association of Woolen Manufacturers.

★ ★ ★

**JOHN E. HOLT**, president of the Danielson Manufacturing Company, succeeds George H. Reama, vice president of the American Screw Company, Willimantic as director from Windham County. He was born in Brooklyn, New York, and received his secondary and higher education at Phillips Andover Academy and Cornell University, College of Architecture.

After serving a three year apprenticeship with Rolls Royce, Springfield, Mass., and at Brewster & Company, Long Island City, Mr. Holt was employed from 1927 to 1930 in the production sales department of Scovill Manufacturing Company, Waterbury.

Starting in 1930 as a student salesman for the International Business Machines Company, he advanced in the next ten years to occupy the following important positions: Senior salesman, executive secretary, European general sales manager, general manager for Europe and Asia and sales manager of the Electric Writing Machine Division for the United States. From 1934 to the outbreak of World War II in 1939, Mr. Holt was required to visit each country in Europe at least one a year.

In December 1940 he joined the Danielson Manufacturing Company as treasurer and became its president in 1949.

He is a 32nd degree Mason, member of the Grange, the Elks and the Hartford Club. He has been First Selectman of the Town of Hampton since 1942 and was chairman of the Eisenhower Club in Windham County during the 1952 election campaign.

★ ★ ★

**MARVIN H. PHILLIPS**, president and treasurer of The Plastic Wire and Cable Corporation, Jewett City, succeeds Walter E. Turner, president of the Atlantic Carton Corporation, Norwich, as director from New London County.

Mr. Phillips is a native of Missouri. After his graduation in 1929 from the School of Business Administration, Washington University, St. Louis,

Missouri, he joined a college training group at the General Electric Company, Schenectady, New York. Two years later he became associated with the public accounting firm of Scovell, Wellington & Company, of New York, where he practiced the accounting profession until 1942 when he was appointed controller of The Whitney Blake Company of New Haven.

In 1943 he became vice president and treasurer of The Plastic Wire and Cable Company and was advanced to his present post as president and treasurer of the corporation in 1949.

A resident of Norwich, Mr. Phillips is a director of the Norwich Savings Society, a member of the Advisory Board of the Thames Office of the Connecticut Bank and Trust Co., and a member of the executive board of the William W. Backus Hospital, Norwich.

★ ★ ★

**FREEMAN W. FRAM**, treasurer of Essex Mills, Inc., Essex, succeeds Robert W. Starr, partner, A. M. Starr Net Company, East Hampton, as director for Middlesex County.

After graduating from Massachusetts Institute of Technology as a chemical engineer in 1932, Mr. Fram began his business career with the United Piece Dye Works of Patterson, New Jersey. Subsequently he joined the staff of the Atlantic Rayon Corporation of Providence as a development engineer. Later he became vice president in charge of manufacturing for the International Braid Company of Providence.

In 1947 he joined with William Seidman of the International Braid Company to form the Essex Mills, Inc., a textile company specializing in the braiding field.

Mr. Fram's extra curricular activities include: Chairman of the board of directors of the First Congregational Church in Essex; a corporator of the Middlesex Hospital of Middletown, a member of the executive committee of the Elastic Fabric Manufacturers Institute, Braid Division. He is also a former director of the Middlesex County Manufacturers Association.

★ ★ ★

**DEHAVEN ROSS**, secretary-treasurer of Homelite Corporation, East Portchester, succeeds Arthur F. Murray, vice president, Electrolux Corporation, Old Greenwich as director-at-large.

Mr. Ross is a native of Wilmington,

Delaware, receiving his higher education at Harvard University.

Joining the Homelite Corporation in 1929, he advanced to become secretary and assistant treasurer in 1932 and in 1936 was elected to the position of secretary-treasurer he now holds.

Mr. Ross is vice commodore of the Riverside Yacht Club, Riverside, Conn., treasurer of the Stamford-Greenwich Manufacturers Council, director of the First Federal Savings and Loan Association of Greenwich, and a member of the Board of Trustees of Emerson College, Boston.

## Advertising Index

Allen, Russell & Allen	26
American Appraisal Co.	22
American Microfilming Co.	46
Anderson-Nichols & Co.	19
Avery & Saul Co.	37
Ballard Oil Co., The	Outside Back Cover
Barney's	32
Bristol Co., The	42
Bukovick, Bernard R.	45
Champlin Box Co., The	26
Chase Brass & Copper Co.	21
Colonial Blower Co.	45
Connecticut Advertising Service	48
Conn. Medical Service	30
Connecticut Printers, Inc.	3
Connecticut Utility Companies	Inside Back Cover
Corrigan, Inc., J. C.	28
Detroit Steel Corp.	38
Dowd, Wylie & Olson, Inc.	2
Federal Textile Corporation	22
Fritzell Foundry & Casting Co.	24
Fuller Brush Co.	33
Graphic Arts Co., Inc., The	22
Hall Company, Inc., Thomas W.	26
Harper Leader, Inc.	41
Hartford Special Machinery Co., The	26
Hawkrigde-Waterbury Div.	44
Howard Co., The	26
Interstate Industrial Protection Co.	22
Jones & Company, Inc., T. A. D.	4
Loeb Realty Associates	36
Love, Ralph H.	40
Manufacturers Assoc. of Conn., Inc.	2
Mills, Inc., H. J.	26
Morris Co., Robert E.	28
Morrissey & Cheney	43
Nutmeg Crucible Steel Co., The	21
Plainville Electrical Products Co.	35
Plocar Company, John J.	24
Portland Cement Association	34
Sargent & Wilbur Heat Treating Co.	29
Souther Engineering Co., The Henry	28
Southern New England Telephone Co.	2
Swan Tool & Machine Co., The	26
Tel-Rad, Inc.	47
Topmost Building Co.	20
Torrington Mfg. Co., The	32
Tumbling Sales & Service Co.	25
Vreeland Co., K. M.	27
Wallace & Sons Mfg. Co., The R.	18
Waterbury Machine Tools & Products Co., Inc.	31
Winship, Richard	28
Wittstein, Jack	23
Wiremold Co., The	39
Worth-Spar Co., Inc., The	21
Wyatt, Inc.	Inside Front Cover

# "There's A Career For You In Connecticut Industry"

TOO MANY of our young men and women go elsewhere to develop their talents and careers. Many do so because they are not aware of the number and diversity of opportunities Connecticut Industry offers.

IN ORDER to bring to the attention of Connecticut's young men and women the opportunities that industry offers right here at home, the State's Electric Utilities have published "There's a Career for You in Connecticut Industry." This booklet, each chapter of which was written by a specialist in Connecticut Industry, gives a summary of the duties, qualifications and advancement possibilities in 26 careers in Connecticut Industry.

THE BOOKLET has been given to all Connecticut high school sophomores. Reference copies have been distributed to high school libraries, public libraries, Connecticut Employment Service offices, Chambers of Commerce and related agencies.

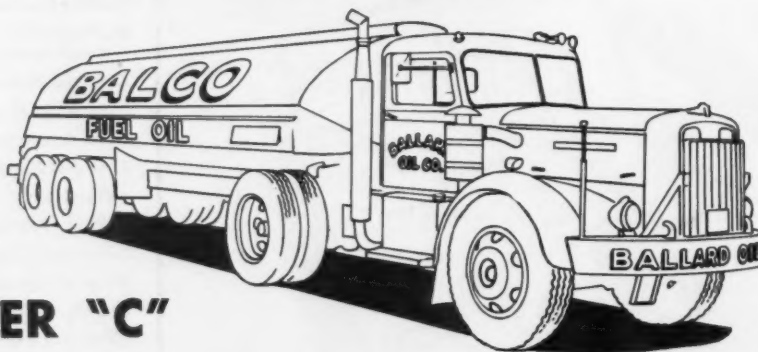
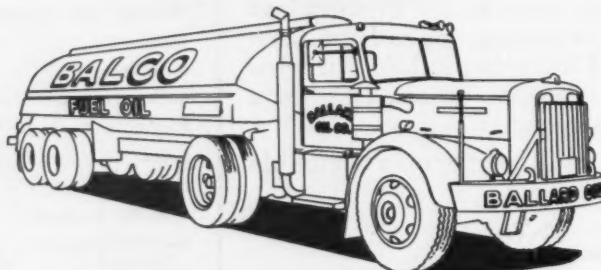
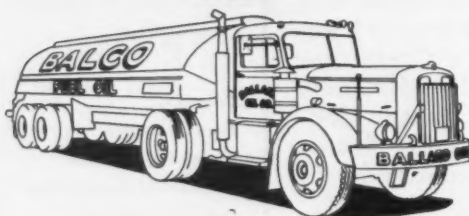
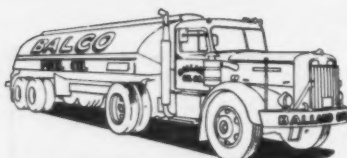
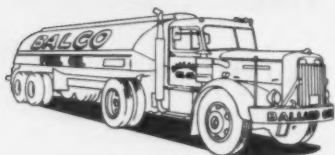
WE HOPE this booklet will perform a valuable service to Connecticut Industry.



## CAREERS IN ELECTRIC UTILITIES' BOOKLET

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